

MPs demand release of mob murder film

● The Prime Minister unequivocally condemned the BBC, ITN and RTE for refusing to give the RUC film of the mob murder of two British soldiers.

● Mr Michael Checkland, BBC Director-General, replied that if they did so the next victims could be cameramen, reporters or sound recordists.

● The Anglican Primate of All Ireland said that Northern Ireland was in danger of slipping "before long" into full-blown civil war.

● Michael Anthony Stone was charged in Belfast Magistrates Court with the murder of three mourners who were killed at Milltown Cemetery, last week.

By Robin Oakley and Richard Evans

The Prime Minister yesterday led a withering parliamentary onslaught on the BBC, ITN and the Irish television station RTE for refusing to give the Royal Ulster Constabulary untransmitted film of the mob murder of two British soldiers in Belfast.

In an unequivocal condemnation of their decisions, Mrs Thatcher said: "I believe that everyone, the media included, has a bounden duty to do everything they can to see that those

who perpetrated the terrible crimes which we saw on television and which disgusted the whole world are brought to justice.

She told the Commons: "Either one is on the side of justice or one is on the side of terrorism."

Her condemnation was followed by a demand from the chairman of the Conservative backbench committee on the media for a clause in the forthcoming Broadcasting Bill.

Dr Kahan Daly, a leading Belfast Roman Catholic bishop, said last night that Catholics should leave the IRA. Those "who joined the organisation in the past for idealistic reasons and out of a passion for justice" needed the honesty and courage to realise the truth about the IRA.

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that would force broadcasting and press organizations to hand over to the police untransmitted film, photographs and video tape recordings of outrages similar to that in Belfast.

Mr John Gort, MP for Hendon North, spoke out after ITN confirmed that, like the BBC, it had refused a request from the RUC to hand over unused film.

The BBC refusal was taken with full backing from Mr Marmaduke Hussey, chairman of the corporation, and Mr Michael Checkland, its director general, who last night defended the decision.

"I can well understand today's reactions. Nobody who saw for the first time the full horror of Saturday's events brought into their own living room could fail to be appalled," he said.

"There lies the root of our policy, which is to preserve our news gathering role in Northern Ireland which we have carefully developed over the last 20 years.

"If we allowed automatic free access to untransmitted material the next victims of

such events could be our own staff cameramen, reporters or sound recordists.

"We could then lose our ability to report what is happening in Ulster. The television pictures brought out all too clearly the scale of the problem there.

"Our policy on untransmitted material is not new. It is a policy adopted by all broadcasters in this country, worked out over many years and based on our experience in many difficult situations."

Given the Prime Minister's strong comments, Mr Gort's proposal is likely to attract strong support among Conservative MPs.

"I think this is a matter which Parliament should decide rather than the BBC or ITN," he said. "If an issue affecting public order — and therefore the public interest — arises, any material which is taken by the media must be made available to the police to assist them in their inquiries."

"The public interest is paramount. If the media are afraid of the consequences, the media must keep out of the way. The right to see and know must be balanced against the right of the state to apprehend criminals."

Ulster police are prepared to take court action against television companies refusing to hand over untransmitted film of the killings. Security sources in Northern Ireland say the RUC would go to any lengths to secure the film, which it considers crucial in its search for the murderers of Corporals Robert Howes and Derek Wood.

The BBC has 49 seconds of unused film, which it says shows "nothing more and nothing less" than the footage which was broadcast.

The RUC request was made to the BBC Northern Ireland news room and conveyed by Mr Colin Morris, the corporation's controller in the province, to London where it was considered by Mr John Wilson, the BBC's controller of editorial policy. After receiving

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Grenade attack 'was a reprisal'

By Paul Valley

The man charged with the murder of three mourners who died in a bullet and hand grenade attack in Milltown cemetery, Belfast, last week appeared in court yesterday.

A magistrates' court official read from a statement made by Michael Anthony Stone in which he claimed that his attack at the funeral of the three IRA members shot by the SAS in Gibraltar was a retaliation for the IRA bombings at Brighton and other murders in Northern Ireland.

Mr Stone, aged 32, an unemployed builder from Ravenswood Park, Belfast, was also charged with three other sectarian murders.

For all of them blame had been claimed at the time by the Ulster Freedom Fighters, an outlawed Protestant paramilitary group.

The statement read out said: "I alone carried out this military operation of a retaliatory strike against the Sinn Féin and IRA in response to the slaughter of innocents at La Mon, Darkley, Brighton and Enniskillen."

"I would state that I am a dedicated, freelance loyalist paramilitary. No surrender."

The La Mon House Hotel was a restaurant in a Unionist area south of Belfast in which 12 people were burnt to death after an IRA bomb in 1977. Darkley was the village in which worshippers at a Gospel Hall were murdered by republican gunmen.

The three other murder charges against Stone related to the deaths of Patrick Brady, a milkman killed in Boucher Road, Belfast, in January 1984; Kevin McPolin, a joiner from Castlewellan killed in November 1985; and Dermott Hackett, a bread deliveryman, killed in June last year.

Stone, who appeared in the dock with both eyes blackened by bruises, was taken to the high security magistrates' court from the military wing of Kingsway Park Hospital where he has been kept under armed guard since the attack at Milltown cemetery last Wednesday.

At the end of the 20-minute hearing he was remanded in custody.



Dermott Hackett: one of Mr Stone's alleged victims.

Test tube baby pioneer dies at 74



Test tube first: Patrick Steptoe, right, looking at Louise Brown, the first of the test-tube babies, after her birth

MPs jeer Kinnock as Ford plant hopes fade

By Robin Oakley and Martin Fletcher

Mr Neil Kinnock suffered serious embarrassment in the Commons yesterday as Mrs Thatcher led a further Tory assault against the trades unions for having wrecked plans by Ford to build a components plant in Dundee.

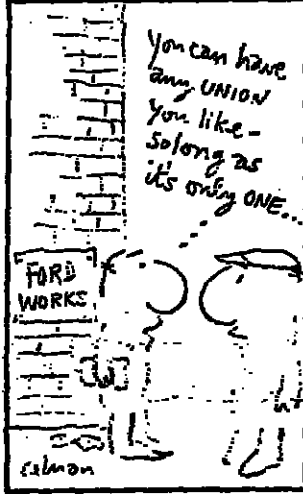
The company has cancelled the 1,000-job plant because of union squabbles over a single-union agreement.

As Mrs Thatcher condemned the unions, Tory MPs shouted at the Labour leader to get to his feet and indicate Labour's stance on the issue.

But Mr Kinnock remained seated for far longer than he usually does at Prime Minister's Question Time and rose finally only to intervene on another point altogether.

Tory MPs jeered, as they had done at the end of the Budget debate the night before, when Mr Kinnock also

scored an opportunity given him by Mr Nigel Lawson, the Chancellor of the Exchequer, to make his views plain on the Dundee issue.



Outside the Commons Mr Malcolm Rifkind, the Scottish Secretary, joined in the attack on Mr Kinnock, whom the Tories believe is in an intolerably weak position on the Dundee issue.

He said on BBC Radio's *World at One*: "The important point is that no one seems to have any influence on Mr Ron Todd and the Transport and General Workers Union. We have tried, the Scottish TUC have tried, the TUC as a whole have tried and failed."

"The one person who doesn't seem to have tried is a sponsored MP of the T&G called Mr Neil Kinnock. It may be he could carry some influence with his own union in the way the rest of us have been unable to do."

Mr Kinnock's office said

Continued on page 24, col 7

Man who gave hope to parents

By Thomson Prentice
Science Correspondent

Patrick Steptoe, the Oldham gynaecologist who delivered the world's first test-tube baby, and whose pioneering work helped bring living joy to many thousands of infertile couples around the world, has died at the age of 74.

More than a thousand infants were born in Britain through *in-vitro* fertilization. The happiness and gratitude of their parents easily eclipsed the criticism heaped on him.

With his colleague of 20 years, Professor Robert Edwards, he played a leading role in the turbulent debate that began with the birth of Louise Brown on July 25, 1978.

Mr Steptoe tried to bridge the divide between those couples who endured the despair of infertility, and critics who saw his work as an ominous prelude to a "brave new world" of a made-to-measure, super-breed of children. Many of the complex issues surrounding artificial insemination, surrogacy, the freezing and storage of human embryos, and research applied to them remain unresolved.

Mr Steptoe's death from cancer at the Chaucer Hospital, Cambridge, was announced on the day he was to be presented with the CBE.

"It is a very sad day and a great personal loss to me although it was expected," Professor Edwards said, last night.

No rise in Land-Rover offer

By Craig Seton

Union leaders have failed to win any new money in a revised pay offer they will recommend to 6,000 striking Land-Rover workers at a mass meeting this morning.

The two-year deal formulated yesterday, after 14 hours of talks between management and unions, involves only a restructuring of the package that was put

forward as a final offer by the company and rejected by 66 per cent of the workforce five weeks ago.

The workforce has been called to a mass meeting outside the company's plant at Solihull, West Midlands, this morning and will be recommended by union leaders to vote for an immediate return to work.

The four-week strike has cost the company £63 million

in lost production and each striker about £1,000 in lost pay.

Mr Sam Robinson, the chief union negotiator, conceded yesterday that the company had stuck to its original offer and offered no new money during the talks at the offices in Birmingham of Acs, the conciliation service.

"We always recognized we

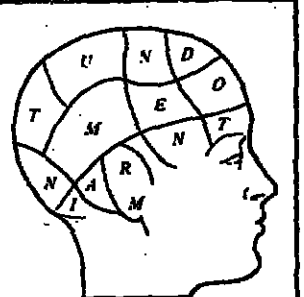
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● With one £4,000 daily prize winner yesterday (see page 3), Portfolio Accumulator stands today at £116,000

TOURNAMENT OF
THE MIND



● For the answers to the first five rounds of The Times Tournament of the Mind, turn to page 9

Wembley security

One of the most extensive security operations in football history will be mounted tonight at Wembley, where England play The Netherlands in a friendly. Hundreds of police will be on duty to segregate the 1,500 Dutch supporters expected to attend. Page 48

Oil price slips
Mr Rilwanu Lukman, the Nigerian oil minister and Opec president, pushed the oil price below \$15 a barrel by cancelling a press conference. Oil markets had hoped for a firm statement on Opec policy. Page 25

TIMES FOCUS

The promising outlook for northern Cyprus, and its attractions for tourists, are described in a Special Report. Pages 33-37

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Drink drivers may face lifetime ban

By Philip Webster, Chief Political Correspondent

Drink drivers face a lifetime ban if disqualified twice under a tough new crackdown on alcohol proposed yesterday by Ministers.

Anyone disqualified twice would lose their licence permanently unless they could prove they had cured their drink problem.

The recommendation comes from the 12 Ministers on the Government's Misuse of Alcohol Group, chaired by Mr John Wakeham, the leader of the Commons.

The group asked the Department of Transport to come up with detailed proposals quickly to act against convicted drink drivers.

Mr Wakeham said: "We think there are grounds for checking on anyone who has two or more disqualifications for drink driving offences whereby they would be required to satisfy the licensing authority that they did not

have a drink problem and are otherwise fit to drive before getting their licence back."

The group did not spell out how it thought drivers would be able to prove their fitness to have their licences back.

That has been left to the transport department, but it is clear that stringent medical proof and the possibility of double offenders having to take new driving tests will be considered.

Currently drivers have to show they are fit to get their licences back if they have two or more convictions in 10 years for offences at two and a half times over the limit.

The change proposed by Mr Wakeham's group means that anyone disqualified twice, however far apart, would lose their licence permanently.

Other measures to counter drink driving may soon follow.

Mitterrand to seek re-election

Paris (AFP) — President Mitterrand yesterday ended weeks of speculation by announcing that he would seek a second mandate in the forthcoming election.

M Mitterrand said on French television that he would be a candidate in the first round of voting in the presidential election on April 24. A second poll is to be held on May 8 if there is no outright winner.

M Mitterrand defeated M Valéry Giscard d'Estaing in the last election seven years ago to become the first Socialist President since the Fifth Republic was founded in 1958.

The right-wing vote this year is expected to be contested between M Jacques Chirac, the Prime Minister, and M Raymond Barre, a former Prime Minister, who have both announced their intention to stand.

EEC orders public supplies to tender

From Richard Owen, Brussels

EEC trade ministers yesterday passed into law a new directive obliging local authorities throughout the European Community to open up contracts for public supplies to free competition across EEC borders.

The directive is part of the EEC's drive to create a unified European market without frontiers by the end of 1992. "This means that Manchester City Council should advertise for tender throughout the Common Market if it wants to buy supplies ranging from pencils to computers," one EEC official said.

The directive applies to non-defence contracts worth over £140,000, and replaces previous regulations which Lord Cockfield, EEC Commissioner for internal market, had said was full of loopholes.

He said the 1992 programme was behind schedule because the Council of Min-

isters was failing to pass market directives swiftly enough. He urged them to speed the process.

Some officials said, however, that even the new directive on "public procurement" — which applies only to objects of supply, and not to public works such as motorways — contained escape clauses which could be used by local authorities to avoid having to invite bids.

It lays down that councils can award supply contracts directly when articles involved are "purely for the purpose of research, experiment, study or development," or when "for technical or artistic reasons, or for reasons connected with protection of exclusive rights, the goods supplied may be manufactured or delivered only by a particular supplier."

Letters, page 11

LWT makes radical cuts in jobs and overtime

By Richard Evans, Media Editor

London Weekend Television is to cut 239 jobs over the next 12 months, including compulsory redundancies, and is ending vastly expensive "golden hours" overtime payments.

The radical cost-cutting exercise was revealed to the 1,600 staff yesterday by Mr Brian Tesler, the station's chairman and managing director, who said the changes were essential if LWT was to be "a vigorously competitive television company in the 1990s."

He said: "Commercially, we must be able to compete with the new TV channels both satellite and terrestrial, with other ITV companies and independent producers for programme

commissions; and with the facilities houses for new productions.

"The cost reductions that our proposals will achieve will make us competitive on all fronts."

Apart from the sackings, LWT hopes to achieve the other job losses through retirement and not replacing staff. The most radical changes presented by an independent television company to its staff include:

● Management freedom to decide the size of crews and facilities needed for a programme "entirely on its merits". ITV claims some crew "norms" exceed real programme needs.

● A maximum overtime rate of 2T — twice the normal hourly rate — except on Bank Holidays. Penalty clauses in national agreements can result in

compounded overtime rates reaching 5T — known as "golden hours".

● No "ghost" payments — cash for hours not worked.

● Management freedom to subcontract work to freelancers and outside facilities. This is often vetoed unless all union members have rejected the opportunity to do such work — often on high overtime rates.

● Ending job demarcations that create "inefficiency and over-manning". This will particularly affect studio services, involving property hands, scene hands and carpenters who do not do each other's jobs, resulting in over-manning.

● Introduction of new technology without going through compulsory and lengthy consultative procedures.

LWT claims the package will make it competitive with independent producers and outside facilities houses.

Mr Roy van Gelder, director of personnel and administration, said LWT would offer "very generous" redundancy terms in the hope that they would attract a significant number of volunteers. "But the unions know they will be withdrawn if there is any interruption to normal work."

LWT's plans were presented to shop stewards of three unions, ACTU, representing television technicians; ETPU, representing electricians; and the Broadcasting and Entertainment Trades Alliance. The company believes the savings will be substantial "and will offset the effects of lost production and greater competition for advertising revenue."

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NEWS ROUNDUP

GCSE students 'need not panic'

Examination board chiefs appealed to pupils yesterday not to panic after admitting they did not have enough examiners to mark the new GCSE — due to be taken by almost 700,000 fifth formers next month.

The Joint Council for the GCSE Boards insisted that, although there were still shortages, pupils and their parents had no cause for worry. Mr John Edmundson, the council's secretary, said he was confident that by the time the papers came in there would be enough examiners to cope. The GCSE, like the O level and CSE examinations it replaces, will be marked by experienced teachers in their spare time. O level universities yesterday called on parents of sixth formers taking the new AS levels to denounce college admissions tutors who do not accept the new examination as valid. The Committee of Vice-Chancellors and Principals said that every university in Britain had agreed to accept AS levels as equivalent to half an A level.

Buyout backed

The Government yesterday announced support for a management buyout of Rio Tinto Zinc's Cornish tin mines. But the move was condemned by Opposition MPs as leading to the loss of 200 jobs.

Mr Kenneth Clarke, the Chancellor of the Duchy of Lancaster and No 2 at the Department of Trade and Industry, told Mr David Harris, the Tory MP for St Ives, in a written Commons reply yesterday that after discussions between his department, RTZ and the corporation's subsidiary Canon Consolidated Ltd, RTZ would sell its interest to a new company to be owned 80 per cent by the present management and 20 per cent on behalf of employees.

RTZ had agreed to provide the new company with interest free loans of £10 million and the Government had agreed to convert its guarantees of commercial loans of up to £10 million to the existing company to a £10 million interest-free loan in addition to the £15 million loaned originally to Canon Consolidated under a 1986 agreement.

Bird survey begins

The first comprehensive survey of breeding birds in Britain and Ireland was launched yesterday by the British Trust for Ornithology.

The survey, which is expected to take three years and to involve 10,000 amateur bird watchers, is being supported by the Nature Conservancy Council and sponsored by the Central Electricity Generating Board, which will provide £25,000 for each of the next four years through the World Wildlife Fund.

It is hoped that the atlas compiled from the results of the survey will help the Government in framing wildlife legislation, industry to select sites and conservation organizations.

Stalker rebuke

Britain's senior police officers are expected today to issue a public rebuke to Mr John Stalker, the former deputy chief constable of Greater Manchester, after the publication of his controversial memoirs.

Last night officials of the Association of Chief Police Officers were putting the finishing touches to a statement on the book and the Stalker affair.

It will be issued by Mr Roger Birch, chief constable of Sussex and the association's president. Public criticism by the association would be unprecedented.

Killers are sentenced

A man who walked up to a Methodist minister in a railway station and confessed that he had stabbed his former lover to death was jailed for life yesterday.

Ian Lowe, aged 39, and Patrick Healey, aged 18, both of Beaumont Street, Plymouth, were found guilty at Plymouth Crown Court of murdering Mrs Carol Thorne, aged 28, who was stabbed 70 times. Healey, who said he stabbed Mrs Thorne once because Lowe threatened him, was detained during her Majesty's pleasure. Counsel for Lowe had argued that he was suffering an abnormality of the mind.

Ferry talks resume

P&O lifts threat to strikers

By John Spicer, Employment Affairs Correspondent

P&O has lifted the threat of dismissal against its 2,300 striking crewmen at Dover while talks continue to settle the seven-week old dispute.

Letters were sent to all employees at the port yesterday telling them that the deadline set for today for signing new contracts of employment, or face dismissal, had been set aside "to give everyone a breathing space".

The two sides met at the offices of the conciliation service in London yesterday for the first time in more than a week, with optimism being expressed on both sides. P&O representatives are convinced that a formula can be found to satisfy the National Union of Seamen over the company's new manning-level proposals,

which could mean the loss of 400 jobs on the cross-Channel routes.

Talks at Acas broke down 10 days ago.

Yesterday's talks began on the day the company announced an increase in profits of £100 million.

Despite yesterday's talks and expressions of hope that a settlement can be reached in Dover, the NUS still plans to go ahead with its national strike ballot, which could bring chaos to ferry traffic over Easter.

Yesterday, the company lawyers made preliminary court moves to challenge the union's decision in the High Court on Friday morning. P&O will be seeking an injunction to ban the strike ballot on the grounds that no

We must avert civil war in Ulster, says prelate

By John Cooney and Paul Valley

Church leaders in Northern Ireland must encourage politicians to find new ways of opening political dialogue, according to Archbishop Robin Eames, the Anglican Primate of All Ireland. Otherwise the province will slip before long into full-blown civil war.

"It never has been tougher than now to work for reconciliation. Time is running out very fast. Yet party politics have become a total irrelevance," he said.

Churchmen had to encourage politicians to stop point-scoring and instead to tackle the divisive issues. They had "to examine what ways are open to them to come to an agreement about the way in which Northern Ireland is governed."

"People are very frustrated because they are desperately trying to find a way forward out of a

A woman was stabbed to death late on Monday evening and her husband seriously wounded after an argument in a Birmingham public house.

Mrs Marie Kane, aged 52, died outside the Old Village Stump near her home in Quinton. Mr Michael Kane, aged 46, her husband, was in

a stable condition in hospital yesterday with stab wounds.

Phillip Downs, aged 37, of Four Acres, Quinton, was yesterday remanded in custody for a week by the city's magistrates.

Mr was charged with murdering Mrs Kane and attempting to murder Mr Kane.

dangerous vacuum in Northern Ireland created because of a lack of real progress on the political front."

Yet the politicians were failing to address the problem. In many ways they were reinforcing it, he said.

Dr Eames, who is Archbishop of Armagh and the senior Anglican prelate for both Northern Ireland and the Republic, said: "I believe there is a dreadful responsibility (on politicians) to measure what they say in public and to make certain

they weigh their words carefully." This was particularly true in a situation where men of violence were eager to justify their actions by claiming they act in response to the words of politicians.

The archbishop was speaking immediately after a meeting between himself and other senior church leaders in the province and Mr Tom King, Secretary of State for Northern Ireland.

"We made three points to Mr

King. First we made sure he understood the willingness of the churches to seek ways of reconciliation despite the problems we face. Second, to reassure him that our concern would endure and not be put off by acts of violence, however disastrous. Third that ordinary people want nothing more than to get the terrorists off their backs."

The archbishop also appealed for Britain and the United States not to "write-off" the province.

"I want to reassure people outside the province that when they saw the television and newspaper pictures of the murder of the two British soldiers on Saturday their reaction of horror is shared by the people who live here."

"We are not a people sympathizing and endorsing what has happened. I want to try and get it

through to the outside world that a great many Roman Catholics and Protestants are sick, broken-hearted and absolutely shattered by what happened on Saturday. They want no part of it."

A ten minute silence was observed for Northern Ireland yesterday at a conference of the British Council of Churches. The silence, at their spring meeting at Llandudno in North Wales, was for "reflection, prayer and solidarity with the bereaved and suffering."

The Archbishop of Canterbury, Dr Robert Runcie, concluded the silence with a prayer.

A statement issued by the council referred to the agony throughout the Irish Christian community, north and south "has violent crime tears at the social fabric and the human heart." It said they were praying for forgiveness, healing and unity.

Hurd starts drive for big speed-up in jail-building

By Nicholas Wood, Political Correspondent

A key move to break the log jam in the £1 billion prison building programme will be announced today by Mr Douglas Hurd, Home Secretary.

Mr Hurd will describe attempts to ease the overcrowding crisis and remind local authorities that new prisons bring extra jobs in both the short and long term.

He will invite councils to apply for new jails in their areas in a move aimed at minimizing planning delays.

Mr Hurd was said yesterday to be highly impatient of the average six-year interval between the commissioning of a prison and its opening.

Although most of the 26 prisons in the current record programme aimed at tackling the overcrowding crisis have already been allocated, a number of local and training prisons still in the pipeline have yet to find sites because of difficulties in obtaining planning permission.

The Home Secretary believes that popular misgivings about living alongside a prison can be overcome if local councils become aware of the fact that an establishment can bring more than a hundred jobs to a town prepared to embrace it.

Building workers would be needed at once and in the longer term local economies would benefit from the work involved in servicing prisons housing several hundred inmates.

It was also being said yesterday by Home Office sources that in most areas where prisons are part of the local scene they are an accepted part of the community.

Whitehall sources said the Government was already taking a number of measures aimed at accelerating the plan to provide an extra 22,000 prison places by 1994.

The Home Office had transferred responsibility for the management of new projects from the Property Services Agency — the much criticized state quango — to the newly created prison building board containing private sector experts from the construction industry, architects and surveyors. The board had also been asked to speed up the programme by investigating so-called "fast build" techniques.

Mr Hurd's invitation will apply to all local authorities responsible for large centres of population, but it will be particularly aimed at those in London and the South-east where the overcrowding problem is most acute.

His speech today in London to prison governors will outline the Government's overall thinking on overcrowding and the work-to-rule by prison officers at Pentonville and Wormwood Scrubs, which is swelling the numbers of remand prisoners being held in unsuitable conditions in police cells.

Mr Hurd has allowed the Metropolitan Police an increase of 300 officers and 50 outside staff in the coming year.

The increase fulfils a promise by Mr Hurd in 1986 that he would authorize annual increases of up to 300 in the police establishment and 150 in the outside staff ceiling provided he was satisfied that earlier increases had been properly used.

How to avoid high-flyer trap



Lord Young among the high flyers. Left to right: Tessa Hopkins, a director of public affairs; Susan Swann, housewife; Gail Hill, personnel training manager and Ann Martin, colour analyst and image consultant (Photograph: Peter Trievnor).

By Ruth Gledhill and David Cazalet

Working women in Britain have avoided the career dilemma faced by high flying executives in the United States.

Women in Britain plan how to combine a career and a family from their early twenties, Mrs Joanna Foster, incoming chairman of the Equal Opportunities Commission, told the Conservative Party's Highfliers Conference at the Park Lane Hotel in London, yesterday.

And that planning avoids the trap

which has caught American women executives who panic when they realize in their late thirties that their childbearing age is almost over.

Employers in Britain are beginning to follow the lead set by the financial sector in helping women to combine a career and a family. Increasing numbers of companies have introduced career-break and job-share schemes to help women to have children and keep their careers.

Other companies still have a long way

to go, she said. Some mediocre middle managers feel threatened by women moving up through the hierarchy. Most have outdated ideas about family life and believe that at least three-quarters of all families are traditional, with two children, a working husband and the mother at home. "They are always surprised to find out that only 5 per cent are like this. We all think the world is as it used to be. But the world is changing fast. We have a changing workforce with changing needs."

Drivers face M-way delays in summer

By Rodney Cowton, Transport Correspondent

Motorists will again have a torrid time this summer coping with another huge programme of renewal work on motorways and trunk roads. There will be 75 projects covering nearly 300 miles of road and costing £142 million. In addition there will be £22 million spent on bridge and tunnel renewals.

As last summer, about 80 miles of motorway will be renewed at a cost of £95 million. Work on trunk roads will cover about 212 miles as compared to 190 last year. The object of the programme in this and other years is to

eliminate the backlog of maintenance work on the national road network by 1992. The work on bridges is the start of a 15 year programme which could eventually cost £700 million to bring them up to modern standards.

Announcing the programme, Mr Peter Bottomley, Minister for Roads and Traffic, said the motorway and trunk road network was an important national asset which had to be maintained to keep it in top condition.

But to minimize the delays caused by roadworks the

department would be extending the system of lane rental, under which contractors receive a bonus for earlier completion of work. It estimated that this system produces a time saving of 33-38 per cent depending on the complexity of the work.

Mr Bottomley also said that the department would avoid work during peak holiday periods and on busy summer holiday routes whenever possible.

Once a stretch of road had been renewed it was unlikely to need substantial maintenance work for about 20 years.

Among the 39 motorway schemes which are likely to cause serious delays are work on the A102(M) at the Blackwall Tunnel between July and next March. There will be continuing work on the M25 between Chertsey and Staines, with serious delays likely from June until next March, and between junctions 11 and 13, in the Potter's Bar area, which is one of the older sections.

Among schemes in the North is work continuing until next March on the M63 in Manchester and on the M62 at Hartshead Moor until the end of the year.

Single-union dispute

TGWU softens Ford line

By Roland Radd

which we had all been hoping for."

He added: "Clearly there is an urgent need for the attitudes of those unions which are opposed to the TUC's position to be clarified and for them to give a definite and unequivocal indication that they are prepared to accept the single-union deal on which Ford based their original investment plan."

However, the Government made it clear that it is not optimistic, given the "sharp divisions among the unions concerned."

In Detroit yesterday, Mr John Emery, Ford's spokesman, said the company still considered its decision not to go ahead with the Dundee project as final. "We certainly intended it to be irrevocable,

and I don't have anything in mind which would suggest that it isn't," he said.

Mr Bill Jordan, AEU president, said that he still planned to fly to Detroit with Mr Gavin Laird, AEU general secretary, who signed the single-union deal, to plead with Ford officials to come back to Dundee if the TUC council backed the deal.

Mr Ron Todd, TGWU general secretary, yesterday kept up his attack on Ford of America by challenging the management in Detroit "to reveal the real reasons why the company has pulled out of Dundee." He said that he was now clear that whatever the trade union movement said about arrangements for representation and pay at the proposed plant, Ford would not listen.

Royal adviser on NHS is dismissed

By David Sapsted

A health authority chairman called in by the Prince of Wales to advise him on spending cuts in the National Health Service has been dismissed by the Secretary of State for Social Services, Mr John Moore, it was disclosed yesterday.

The Department of Health and Social Security last night refused to discuss why Mr John Cantwell, a Conservative, was being replaced as chairman of Gloucester Health Authority when his tenure runs out at the end of this month.

Mr Cantwell, who had expressed his willingness to continue in the £12,000-a-year post he has held for six years, said he was shocked and "bitterly disappointed" by Mr Moore's decision.

The Government, which has the final word on health

authority appointments, has caused controversy in the past for replacing critics of its policies with political allies.

At a meeting of the Gloucester authority in December, Mr Cantwell said services would have to be reduced because the Government was not providing enough money.

Mr Cantwell, a local businessman, was called in by the Prince of Wales to advise him on cuts confronting hospitals in the area around his home at Highgrove House, Tetbury, Gloucestershire.

Mr Cantwell said: "I am bitterly disappointed. I do not know why I am being replaced."

Buckingham Palace said last night that the Prince would not be commenting on Mr Cantwell's dismissal.

Print talks sought

Union leaders at West Ferry Printers, which produces *The Daily Telegraph* and *Sunday Telegraph*, say they are seeking urgent detailed discussions with the management over the announcement that 220 printers are to lose their jobs.

On Monday the company gave the two print unions, the National Graphical Association (NGA) and the Society of Graphical and Allied Trades (Sogat), three months' formal notification of changes in working arrangements and

manning levels at the plant on the Isle of Dogs in east London, which would result in the workforce being cut by nearly a third.

Yesterday, Mr Ted Chard, Sogat national officer, said the union had still not received written notification of the proposals from the company.

The company said last night that local union representatives had been given details of the proposals. Meetings between the two sides would be arranged.

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Father fights legal ban on access to his illegitimate son

By Frances Gibb, Legal Affairs Correspondent

The natural father of an illegitimate boy aged two has been banned by a High Court judge from seeing his child grow up.

The boy's mother aged 19 plans to marry another man and Mrs Justice Heilbrunn said the boy might suffer emotional upheaval by having two fathers.

She allowed an appeal by the mother against a ruling by Uxbridge magistrates granting the father access to his son. The decision of the magistrates to allow the real father to continue seeing him was manifestly wrong, she said.

The judge said the magistrates had attached disproportionate weight to the blood ties between the boy and his father.

The father, a prison officer aged 27, held his head in his hands as the judge gave her ruling. Outside the court, he promised to fight on for the right to see his son.

"I love him and want to watch him grow up. I will fight to the bitter end and will go to the highest court in the land if necessary. It is rubbish to say I would cause him emotional harm, and wrong for me to be banned from seeing him in this way."

The boy's mother, who had ended her relationship with the father three months before the boy was born, openly wept at the decision. She hugged and kissed her fiancé and

made no comment as she left the court with him.

The boy must not be identified and the judge said although both mother and father were respectable people, continued access to his real father could pose a threat to the boy's emotional stability.

He should be free from any possible conflict and the mother's husband-to-be was already a father figure to him.

Yesterday a barrister specializing in family law, Mr Stephen Bellamy, said: "This kind of decision is not at all unusual in a case where there has not been much contact between the child and his natural father — a naked blood tie case."

He added that such a ruling could very well also be made in the case of a father who was married to the mother, where, for example, the father had stopped seeing the mother during pregnancy.

"The welfare of the child is the first and paramount consideration," he said.

Mr Andrew Gerry, secretary of the Solicitors' Family Law Association, said yesterday that an order refusing access might be made where access was not in the child's best interests; where the father had not seen the child or where the father did not have a good relationship with the mother.

He added that access orders

could be varied: it would be possible for the father to go back to the courts at a later date to seek to have the order changed.

"But the problem is that the longer the father does not have access, the more difficult in practice such applications are to make."

Measures to deal with the growing problem of child-snatching between estranged parents are contained in the Family Law Act 1986, to be brought into force on April 4.

At present it is relatively easy for a person to remove a child from one part of the United Kingdom to another to avoid compliance with a custody order or frustrate it in some way.

The new Act provides that custody orders made in one part of the United Kingdom in respect of a child under 16 can be enforced in other parts.

There will also be new uniform rules of jurisdiction for each part of the United Kingdom to reduce the likelihood of courts in different areas having simultaneous jurisdiction to make orders.

This will ensure that the child's future is determined by a judicial forum in an area with which the child has the closest long-term connections.

The new law was enacted in response to a report by the Law Commission which had expressed growing concern about the increase in child-snatching.

By appointment to the Prince

Yesterday was a fairytale come true for William Woods (left), aged 13, and Gordon Semple, aged eight, who met a princess and discovered that the bedtime stories they have written will be read to a Prince.

The Princess of Wales praised the reading skills of Prince William, aged five, when she was presented yesterday with *Tales for a Prince*, written by children to raise money for Third World immunization projects. And she said Prince William would read the stories to Prince Henry, aged three.

The book contains 15 stories chosen from thousands of entries in a national competition expected to raise £60,000 for the United Nations Children's Fund.

The competitors aged seven to 15 were asked to write a bedtime story for Prince Henry and to find a sponsor.

The Princess was presented with a special edition in central London by Gordon Semple, of Quilters Junior School, Billericay, Essex.

He said: "The Princess told me that she would enjoy reading my story to Prince Henry."

Rachel West, aged 15, of South Molton School, Devon, said: "The Princess told me William was good at reading."

The Duchess of York visited Levensden Hospital in Hertfordshire yesterday for the mentally handicapped, and learnt that some of the elderly patients had been admitted 40 years ago because there had been nowhere for them to live.

Betty Newman, aged 62, who presented the Duchess with a pair of white booties said: "I came here after my mother died because there was no one to look after me."

(Photograph: Peter Trevaor)



Portfolio — PLUS NEW — Accumulator Gifts and a holiday to follow

The sole winner of the daily Portfolio competition prize of £4,000 is Sir Kenneth Jones, a retired Civil Servant, who has been a lifelong reader of *The Times* and a regular player of the contest.

Sir Kenneth, of Walton-on-Thames, said: "I intend to share my windfall with my family and to give some presents to my six grandchildren. After that, I think my wife and I will take a holiday."

Rugby ban on 'drunk women'

A women's rugby team has been banned for a year for allegedly being drunk and disorderly in a friendly match. It was abandoned in chaos when one player burst into tears after being roughly handled.

The women's team from Leicester Polytechnic walked off 17 minutes into the match against a women's team from Pontypool in Gwent. The Women's Rugby Football Union decided that the Leicester players had been drunk.

The union's spokeswoman, Miss Deborah Griffin, said: "I am disgusted that the women of Leicester Poly could act so irresponsibly."

The Leicester captain, Miss Mandy Chaplin, said none of the players had been drinking. "We didn't break any rules and only started monkeying around when the ball was out of play."

"It was only supposed to be a friendly match but Pontypool took the game too seriously. It's they who should be banned for assaulting one of our players."

After the match a Leicester biology student, Miss Tiffany Lloyd, said she was kicked in the groin by a Pontypool player after she accidentally trod on her leg during a tackle. The Leicester students are to appeal.

Wife charged over escape

The wife of Nikolaus Chrastny, the alleged international drugs baron, has been charged with offences connected with his escape from police custody.

Mrs Charlotte Chrastny, aged 41, will appear in court in Dewsbury, West Yorkshire, on April 19, accused of perverting the course of justice and helping her husband to escape from cells in the town.

Power from a waste land

The first scheme to create electricity from waste gases at a rubbish tip will be officially opened today at Gerrards Cross, Buckinghamshire.

The privately run scheme is one of eight such projects which the Department of Energy has helped to fund. The electricity is sold to the Southern Electricity Generating Board.

Raider seized

A would-be bank robber who shot a security guard in a bungled raid at Hove, West Sussex, yesterday was seized by Mr Terence Hawkins, aged 50, a former paratrooper. Police are questioning a man.

Supermarkets deny 'price hike' claim

By Rosemary Unsworth, Retail Affairs Correspondent

The Office of Fair Trading is to study claims that supermarket chains are making simultaneous price increases.

If collusion can be proved, Sir Gordon Borrie, director general of the OFT, may refer the matter to the Restrictive Practices Court.

The supermarket chains, which include Asda, Tesco, Sainsbury and Gateway, have been accused of simultaneously increasing the price of a tin of Heinz baked beans so that shoppers would switch to more profitable own-brand products, according to a survey in this week's issue of the trade magazine *Independent Grocer*.

The survey was carried out

after claims that the chains all increased the price of the beans from 21p to 25p overnight although the manufacturer, which does not make own-brand beans, had not altered its wholesale price.

The magazine checked the price of other products, including Nescafe instant coffee (£1.49 or £1.45p in shops surveyed), PG Tips teabags (99p), and Carnation milk (24p and 25p).

Mr Alan Toft, its editor, said: "By lifting the price of the brand leader they are acting strategically to make customers buy their own brands". He admitted that the only firm evidence of a simultaneous "price hike" was with beans.

"They must be working together or using telepathy. The object of the exercise is to remind the housewife that the large chains do not always offer the lowest possible price."

The OFT said it would need details of price fixing before it could investigate.

A Heinz spokesman said: "We did not put up our prices but we are in a very competitive industry and some increases would not necessarily smack of collusion."

Asda said yesterday: "Modern food retailing is highly competitive. It is not in our interests to discuss pricing or marketing strategy publicly."

"The Monopolies Commis-

sion and Office of Fair Trading regularly look at the big five and they have been happy that we have competitive prices."

Tesco said: "It is not our policy to comment on pricing or pricing strategy."

Sainsbury's also refused to discuss its prices policy but said the company "monitors prices closely across all the 10,000 products sold".

Spar, the independent grocery franchise chain, was selling Heinz beans yesterday for 21p, compared with 25p at Asda. Carnation milk was 39p, (24p) Nescafe 149p (140p) and PG Tips teabags 99p (99p).

GPs accused over abortions

By Thomson Prentice, Science Correspondent

Many women risk late abortion because the unsympathetic and narrow-minded attitudes of some family doctors and consultants lead to delays in treatment, the Birth Control Trust said yesterday.

A report by the trust criticizes the "appalling" record of the health service in providing abortion facilities, and calls for improved services to allow unwanted pregnancies to be terminated earlier.

The report attacks the abortion Bill of Mr David Alton the Liberal MP, which enters its committee stage today. Supporters of the Bill, which seeks to reduce the upper time limit for abortions, had views

which "devalue the humanity of women", the report says.

Mr David Paintin, chairman of the trust and reader in obstetrics and gynaecology at St Mary's Hospital, London, said yesterday: "More than half of all abortions have to be paid for in private or charitable clinics by women who can often ill afford the fee, but are forced into the private sector by an inefficient or inadequate local health service."

In the report, Mr Paintin said: "Once the pregnancy has been confirmed there may be further delay caused by an unsympathetic general practitioner. Many doctors insist on seeing the woman twice before

they will agree to refer her to an NHS gynaecologist."

The gynaecological resources of many health districts were inadequate and women faced delays, even if their problems were relatively urgent, he said. "Also, some NHS consultants have a narrow view of the reasons for abortion and are reluctant to help women in this way."

Only 3 per cent of abortions in England and Wales are performed at 18 weeks or more, and only 0.1 per cent at 24 weeks or more, the report says.

Reducing Late Abortions — Access to NHS Services in Early Pregnancy (Birth Control Trust 27-35 Mortimer Street, London W1N 7RU; £5).

Careers in police attract the young

By Richard Evans, Media Editor

Britain's school leavers are looking increasingly to the Armed Forces and the police for a career rather than seeking jobs in the City, a survey has shown.

Teenagers deciding what career to follow have also been put off becoming a doctor or nurse because of the industrial troubles in the health service.

A record number are thinking of becoming self-employed, mentioning the Prince of Wales's Youth Business Trust as a likely source of

start-up assistance. The survey into young people's job and political aspirations shows there has been a notable fall-off in support for the Conservatives and the Alliance parties since the general election. But rather than supporting Labour, the remainder nearly all say they would not vote.

The Youth Survey, carried out by the advertising firm of McCann-Erickson, involved interviews in July 1987 and February this year.

Abuse of children 'may rise'

By Jill Sherman, Social Services Correspondent

Hundreds of thousands of children will be at increased risk of abuse because of next month's changes in the social security system, a charity said yesterday.

Families would be worse off and under greater stress, Mr Tom White, social work director of the National Children's Home, said: "In poor families, stress as a result of poverty does result in increased incidence of abuse."

"We are very concerned that the new benefit changes, particularly the introduction of the Social Fund, will put thousands more children at risk of physical abuse."

After April 11 the million families on social security will no longer be eligible for grants for cookers, furniture and clothing.

The single payment system is being replaced by the Social

Benefit changes

Fund which will instead offer some families loans for such items. The loans, which must be repaid out of weekly benefit, are discretionary.

Mr White said: "In the past if the stove broke down the mother could apply to the DHSS and get a new one. That kind of support system will no longer be there and that is just the sort of trigger for a mother to bash her kid."

Many families will get additional money through Family Credit which replaces Family Income Supplement. However, they will lose most or all of this through cuts in housing benefit.

"There could be some justification if the country just could not afford it. How we can do this when at the same time we reduce taxes is difficult to understand," Mr White said.

Man 'hidden from fellow workers'

An Indian-born Civil Servant who says he was put in a corner surrounded by filing cabinets to hide him from other workers has taken his employers to an industrial tribunal.

Mr Hirsch Sharma, aged 37, an accountant, says he was turned down for promotion because of his colour and is alleging racial discrimination by the Department of Employment.

He maintains that he was removed from his supervisor's duties at one of the department's offices in August 1985 for no reason.

The executive officer told a Liverpool industrial tribunal he was sent to an office which was rearranged so that he was almost totally hidden from the other workers by filing cabinets.

He said he was not given

any duties for four months in an attempt to spoil his hopes of promotion at the Runcorn office in Cheshire.

But his chief yesterday denied the allegations and said that Mr Sharma was removed from the supervisor's job because of complaints about his attitude.

Mr Malcolm Gamble, a senior executive officer, said: "There was never any problem about Mr Sharma's colour, the problem was his personality."

"He was refused promotion because he didn't have the grip-and-go which separates the average worker from somebody with the qualities for promotion."

"Mr Sharma was reluctant to accept anything vaguely critical."

The tribunal continues today.



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Runaway solicitor is jailed

Jonathan Denby, the solicitor who went "on the run" for a year after being involved in the armed hold-up of two policemen, was jailed for six months at the Central Criminal Court yesterday.

Denby, aged 40, was found guilty of assisting the Irish gunmen to escape by providing £500 after the incident. He was acquitted of having a firearm and helping an offender who had threatened to kill one of the policemen in Mayfair on June 3, 1986.

The solicitor, who once had a six-figure salary, two expensive cars and two houses, now earns only £6,000 from the rent of a house he co-owns with his mother in Lancaster.

He now faces the outcome of a recent hearing against him by the Solicitors' Complaints Bureau: Fraud Squad officers from Scotland Yard are also investigating his taking of a "secret commission or bribe" of £133,000 from Greek shipping owners to help them in a dispute where he was acting for the other side.

Denby, who was also fined £15,000 and ordered to pay £1,000 costs, had claimed in court that he had disappeared for almost a year after the incident because he was in fear of his life from the gunmen, James and Philip Callaghan. Judge Michael Coombe told

him: "I proceed on the basis that you were not concerned with whatever wicked criminal plan the two Irishmen were involved in."

"You were not really terrified by the threats. You, as an educated man and solicitor, knew you would get proper protection if you wanted it."

Denby's career should have been a glittering one. He was brought up by his uncle, Sir Richard Denby, a president of the Law Society, and moved through public school, university and articles with ease.

He had toyed with a political career, working first as a research assistant for Mr Wil



Jonathan Denby: year on the run as a fugitive.

Proudfoot, a Conservative MP, and as a personal assistant to Mr Enoch Powell in the early 1970s, but eventually chose law. By the early 1980s he was established as a partner in a successful City firm specializing in marine law.

So worried were the police by the Callaghans' attack on the unarmed police officers that a large-scale investigation into the possibility of a terrorist plot began.

Members of the "Blue Beret" D11 firearms squad from the Metropolitan Police burst into Denby's home in Canonbury Square, Islington, soon after the incident. When Denby's car was found later in Kent, the fear that it might be involved in the supposed "plot" led police to blow open the boot.

Apart from the Law Society hearing against him and the possibility of a Scotland Yard investigation into his taking of the bribe, Denby also had £500,000 in debts.

From the night of June 3, 1986, when the policemen were held up in Down Street, Piccadilly, until his capture after his picture appeared on BBC's *Crimewatch UK* programme in April, 1987, Jonathan Denby was a wanted man.

What has never emerged

fully is why a prominent City solicitor should have forsaken his practice and extravagant lifestyle to become a fugitive. No explanation has been given for the Callaghans' attack on the police.

The jury heard during the six-day trial that Denby had been waiting in a car with the Callaghans for his girlfriend, Miss Corinne Laporte, to leave her job as a hostess at a Japanese club.

Anxious to repay the brothers for taking him into East End pubs, Denby told the court that he wanted to take the men to a club as his guest.

When two officers spoke to the men, the Callaghans jumped out of the car and forced them at gunpoint to lie on the ground. Denby then drove the men away and the vehicle was dumped in a garage less than a mile away.

Denby acted for a time as if nothing had happened, then decided to disappear. By the time he was found, running a holiday house letting business in Richmond, North Yorkshire, one of the two men who were with him on the night of the hold-up had hanged himself in prison, and the other was serving eight years, still refusing to help the police with their inquiries.

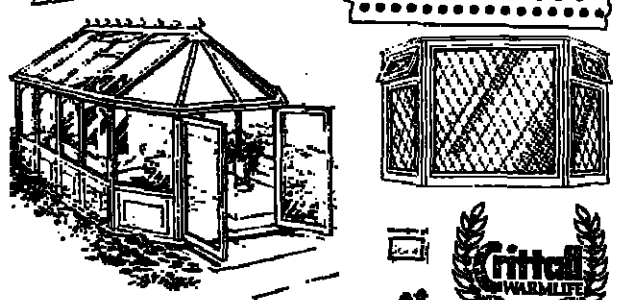
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Attitudes to crime

Fear of attack stops most women going out at night

By Stewart Tisdall, Crime Reporter

More than two thirds of women in Britain are afraid to go out at night in case they are attacked, according to a survey which shows growing public dissatisfaction with the police and increasing worries about discipline at home and in the classroom.

The survey found that 70 per cent of women aged between 15 and 24 went in fear of rape, and almost all people thought sexual abuse of women and children was the most serious single form of crime.

Three quarters of all people living on inner-city housing estates feared attack.

Responses to questions in the survey suggest that the campaign against drink driving offences may be having an effect on public views.

Drunk driving was considered a very serious offence by 83 per cent of people

interviewed, compared with 86 per cent for mugging, 91 per cent for murder and 93 per cent for armed robbery.

The survey, undertaken by MORI in November for *Reader's Digest*, reveals that an attack on the home is the form of crime which the public fears the most. Sixty-nine per cent of the 2,078 men and women questioned, in 173 constituencies across the country, said they worried that their homes might be burgled or vandalized.

The results have been sent to the Home Office, which publishes the official crime statistics for 1987 on Friday. They will show a fresh increase in serious crime and the fact that four million people in Britain were affected by crime last year.

The Home Office can take some comfort from the fact the MORI survey discovered

huge support for the Government's policy of encouraging neighbourhood watch schemes. Ten per cent of the people surveyed were members of such schemes and 78 per cent believed they were doing good.

The survey report says that crime was in the second rank of important issues, trailing with the health service and education, far behind unemployment. Three quarters of those questioned said their concern about crime had increased in recent years.

Asked what they thought was responsible for the increase in crime, 54 per cent blamed the lack of discipline in the home, 30 per cent believed the crime was lack of discipline in the classroom.

The survey also found that 73 per cent blamed the crime rise in drugs and 64 per cent on unemployment.

The survey found that 21 per cent of respondents had been victims of crime in the past 12 months and 40 per cent at some time in their lives. Theft, including burglary and stolen cars, was the most common offence.

A quarter of those who dealt with the police after reporting a crime said they were not satisfied with the investigation.

The proportion expressing satisfaction with the police dropped from the 67 per cent recorded in a similar survey carried out for *The Times* in August 1985 to 44 per cent in the latest survey.

Contract, Police, a party offering to build and install British prisons, was launched yesterday under the chairmanship of Sir Edward Gurney, QC, a former chairman of the Commons home affairs select committee.

Thatcher on the clean-up trail



By Martin Fletcher, Political Reporter

Gardener Mr Paul Hallsworth helped the Prime Minister set the right example yesterday when Mrs Thatcher and Mr Nicholas Ridley, Secretary of State for the Environment, launched a nationwide anti-litter campaign. The business skins, crisp packets and other rubbish had been specially scattered for her benefit around St James's Park.

Mrs Thatcher spent 15 minutes in that curious endeavour before going on to a press conference and declaring: "We have seen this morning a beautiful park, lovely trees, a lake and plants designed by the Government. It is the fault of people who thoughtlessly throw down rubbish."

The National Union of Public Employees, which represents park attendants, commented: "For the sake of Mrs Thatcher's publicity stunt I am sure low paid workers were put to a lot of extra duties."

The campaign, to be run by the Tidy Britain Group, involves about 16 experimental one-year projects designed to establish the most effective components for a nationwide

"Clean Nineties" drive thereafter. The projects will cover such locations as motorways, streets, stations, tourist attractions and large public events. Mr Ridley, who announced a £700,000 increase to £1,254,000 in the Tidy Britain Group's grant, said: "Litter is everyone's problem for which everyone must contribute to a solution."

(Photograph: Chris Harris)

Addicts steal £7m a year for drugs

By Peter Davesport

In two years 1,019 addicts treated at the Liverpool Drug Dependency Clinic were responsible for crimes netting at least £7 million a year to fund their habits, researchers reported yesterday.

The addicts, who attended the clinic between 1985 and 1987 were studied in one of the most detailed investigations ever undertaken into the link between rising crime rates and drug addiction.

In Wirral, where there has been a heroin abuse epidemic, there was a 260 per cent increase in house burglaries.

Dr Cindy Fazez, a senior lecturer in criminology, made an evaluation of the Liverpool clinic for the Mersey Regional Health Authority and her report has been sent to the Government.

Dr Fazez's research examined the link between crime and drugs, the criminal behaviour of addicts, their social background and the effectiveness of the main treatment methods used at the centre: detoxification and a maintenance regime in which addicts are kept on prescribed drugs.

The results were disclosed yesterday at a seminar at Liverpool University attended by 150 academics, doctors, police, Civil Servants, social workers and health service officials. Dr Fazez said that the average age at which illegal drugs were first used by the addicts she questioned was 16½ years but the range went from 10 to 15 years.

Addicts, she said, spent an average of

£280 a week on the drugs-black market with the most extreme cases paying £210 a day. Most of the money came from crime.

Dr Fazez said that if the 427 patients now attending the clinic were not being treated they would, between them, be spending £19,500 a week on illegal drugs. Patients treated at the clinic each year were responsible for spending a total of £7 million on drugs, with most of the money coming from such crimes as shoplifting, theft and burglary.

The value of the stolen goods must be "greatly in excess" of £7 million, given the difference in value to the owners of the goods and the price the addicts would be able to raise on them.

Slimming expert 'hid' his methods

Dr Sidney Gee, a slimming expert, used a "method of secrecy" to treat his patients, it was claimed yesterday. They were given "not a little of information" about the drugs they took to treat their obesity, Mr Vivien Robinson, QC, told the General Medical Council in London.

The GMC's disciplinary committee was told that Dr Gee, aged 67, with practices in Harley Street and Rochester, Kent, used amphetamines, thyroid extract and laxative-cathartic tablets to treat patients, some of whom complained of side effects.

Dr Gee denies serious professional misconduct by prescribing drugs without pro-

perly examining patients or consulting their general practitioners. He said he did not want to advertise the fact he used amphetamines in case it attracted drug abusers and burglars.

Dr Gee, of Chester Close North, Regent's Park, north London, said he would co-operate fully with other GPs required, and in cases of emergency would identify immediately which drug a patient was taking.

In 1985 Dr Gee was awarded libel damages of £75,000 against the BBC television show *That's Life*, which featured complaints about his slimming treatment. The hearing continues.

Families buy back their heirlooms

The biggest attraction in the art market yesterday was the Cecil Henry Bullivant collection of Chinese armorial-porcelain at Phillips, the most important such sale since the 1920s. The prices, often up to six times their estimates, reflected a strong demand.

Armorial porcelain was supplied to order and shipped from Canton in the eighteenth century. It bears heraldic designs from the hundreds of British families who commissioned them. Four hundred such items were for sale yesterday, collected by Henry Bullivant, an author, lecturer and dealer, who died in 1981, aged 99.

The top price - unusually, within the estimate - was £19,800 paid for a pair of water jugs decorated with the arms of Jervis of Darlaston. It was bought by a private collector.

The world expert on armorial porcelain, David Sanctuary Howard, bought a number of lots, including a set of four hexagonal dishes decorated with the arms of Townshend impaling Harrison, for four times their estimate, at £16,500.

He also spent £13,000, double the estimate, on a set of nine soup plates with the arms of Cock quartering Roach impaling Trevor and £9,100, against an estimate of up to £1,500, for a dish with the arms of Tower of Hunsbury Park, the rim with a crest and motto "Love and Dread" supported by sprays of flowers.

Although dealers were dominating among the buyers, some families were able to buy back their heirlooms. One such was the Lecke family, which bought a shallow Qianlong plate dated 1764, with their own arms within borders of Lowestoft floral garlands, for £572, against an estimate of up to £200.

The cheapest item of all was a teabowl and saucer which sold for £440 (estimate £100), while the most expensive was a chamberpot, which fetched £3,740 against an estimate of £800 to £1,000. The total for the sale was £815,157, with six lots unsold.

Phillips also achieved a record price for the Danish artist, Michael Archer, when

his painting of a family lunch, out, the adults having a smoke and a child playing with a dog, sold for twice its upper estimate at £132,000. The painting, considered an important social document as well as a master work by the artist, brought a windfall to an anonymous English family.

Otherwise Phillips's sale, of nineteenth century European paintings was routine, the next highest price being £19,800 (estimate up to £8,000) for a pair of Dutch fishing scenes by Abraham Hulk, senior.

A mysterious telephone bidder, thought to be a British dealer, scooped up all four top lots at Christie's English drawings and watercolours sale, spending a total of £255,200. His, or her, most expensive purchase was a dramatic vignette of a storm at sea by JMW Turner on which £90,000 was spent, four times over estimate.

The other three top lots were all by Thomas Gainsborough, consigned to sale by a descendant of the first Lord Northbrook. A rustic scene of cottages and a village church fetched £85,000 (estimate £20,000 to £30,000); while a rocky wooded landscape sold for £55,080 (estimate £15,000 to £25,000) and a wooded landscape with a farmhouse and figures by a pool for £24,200 (estimate up to £15,000).

All other prices paled into insignificance compared with those, starting at £16,500 for a painting of the Nieuwe Kerk on the Damrak, Amsterdam, by William Callow. The sale totalled £539,682 with only 3 per cent unsold.

A Victoria Cross awarded to Troop Sergeant-Major James Champion, a hero from the Indian Mutiny, which was the main attraction at Christie's medal sale yesterday, was withdrawn. Good prices included £15,400 (twice estimate) for a Victorian Distinguished Conduct Medal awarded to Thomas Healey, of the Cameron Highlanders.

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IT'S YOU WE ANSWER TO.

Latin American peace pact nears death

Capitals accuse each other over failures

From Christopher Thomas Tegucigalpa

The Central American peace agreement appears to be all but dead, with four of the five participating countries still flouting all or most of its principal elements seven months after it was signed.

Honduras and Guatemala have done almost nothing to adhere to it. El Salvador has made little progress, Nicaragua has made the most concessions, although it falls far short of full adherence. Only Costa Rica, which initiated the accord, is fully observing it.

Although Latin American and Western diplomats are virtually unanimous in believing that the peace pact is going nowhere, the agreement has brought about at least a temporary peace in Nicaragua for a weak political oppo-

sition, and an opportunity for a limited legal left-wing opposition in El Salvador.

The other main impact is that it has been used as an effective political instrument by Congressional Democrats in Washington to deny arms to the Nicaraguan Contras. Beyond that, there has been little movement in Managua, Guatemala City, San José or Tegucigalpa to achieve the stated goals of an across-the-board amnesty for political prisoners, genuine respect for human rights, serious negotiations to end guerrilla wars, and the ending of aid to rebel groups.

Since the treaty is supposed to be carried out simultaneously, each country has been able to blame the others for non-compliance. The Reagan Administration has openly defied the accord's basic aims by continuing to support the Contras

and persuading Honduras, a financially-dependent ally, to do the same. The Soviet Union, meanwhile, continues to give military aid to Nicaragua.

The Sandinistas desperately need to end the war with the Contras as Nicaragua's economy is on its knees, in large measure because of relentless rebel attacks on the country's basic infrastructure. Peace talks that began with the Contras on Monday were regarded by Latin American diplomats as a last flickering hope that the pact would achieve something lasting and worthwhile.

The Sandinistas claim, with some justification, that the peace accord has turned into a string of demands directed principally at Nicaragua, while the ardent disregard of other countries goes largely ignored.

Although driven by necessity, the Sandinistas have honoured the treaty's call for negotiations with the Contras. The opposition newspaper *La Prensa* has reopened, as has the Catholic radio station. Nearly 1,000 political prisoners have been released under an amnesty, although many more remain in jail. And opposition parties are active again.

Nicaragua's neighbours suspect that the improvements are no more than window-dressing to persuade Congress to cease aiding the Contras. Diplomats noted that Nicaragua has plans to build a 500,000-strong army reserve force, which is directly at odds with the spirit of the peace agreement. And it is doubted that opposition parties will be allowed to get too strong.

El Salvador has released 500 political prisoners and allowed

more than 4,000 refugees to return to war zones. But it has done little to bring army officers to justice for past killings, and peace talks with Marxist rebels have got nowhere.

Honduras and Guatemala have virtually ignored the treaty altogether. In both countries the army remains the power behind civilian presidents, and human rights abuses continue.

The US prefers to ignore the excesses of the Honduran military — such as its profiting from supplying the Contras with food and equipment — so long as senior officers continue to co-operate by helping the rebels. Washington has also been silent on the failure of Honduras to resettle thousands of peasants from the southern border region who were forcibly moved to make way for Contra bases.

Guatemala and El Salvador have

also failed to resettle peasants removed from combat areas.

● SAPOA, Nicaragua: Señor Adolfo Calero, a Contra leader, called the first day of high-level direct peace talks here "a good beginning" (Martha Honey writes). He said that the two sides had a "serious, frank and courteous exchange" and added: "We feel we did accomplish something".

General Humberto Ortega, the Nicaraguan Defence Minister, echoed these views. Both sides said that the chances of progress were enhanced because the delegations were headed for the first time by senior leaders from each side.

As the talks got underway both sides announced they would cease all military activities for the duration of the meeting, which is expected to last three days.

'Triple spy swap' planned

Bonn — A new East-West spy swap is being secretly prepared by the Americans, Russians and East and West Germans, according to a Hamburg newspaper yesterday (John England writes).

Bild said Moscow was especially keen to free the three Walker family US Navy spies from their American jails, while Washington wanted an unidentified agent out of an Eastern prison.

East-West German swaps would include two spy-for-love Bonn government secretaries. One of them, Frau Margret Hoke, aged 52, who worked in the Federal President's office, was sentenced last year to eight years in jail for spying for the KGB for 18 years.

The other, Frau Elke Falk, aged 43, a secretary in the West German Ministry for Economic Co-operation, was arrested last week on suspicion of spying for East Germany for 10 years after being "turned" by a communist Romeo agent.

In return for their release, Bonn wanted eight of its agents back, Bild said.

Agents sent to prison

Tokyo (Reuters) — Four Japanese spies were convicted yesterday of stealing unclassified US Air Force documents from a base in Japan and selling them to China and the Soviet Union.

Masateru Tachibana, aged 60, a self-styled defence analyst, and Hiroshi Date were sentenced to 30 months in jail and fined one million yen (24,250). Two accomplices were given suspended terms.

Crash plans

Moscow (Reuters) — The Soviet Union is introducing new measures to cut road accidents which have claimed 220,000 lives in the last five years. They include better training of drivers, improved first aid facilities, updated traffic police equipment.

Whale hunt

Oslo (Reuters) — Norway has said it will hunt 35 protected minke whales for scientific research in 1988, and Greenpeace, the environmentalist group, has described the move as a "cynical way of keeping the whaling industry alive".

Hope better

Los Angeles (Reuters) — The comedian Bob Hope, aged 84, is expected to be released from hospital soon after having prostate surgery on Monday.

Gorky coin

Moscow (Reuters) — The Soviet Union will issue a special one-rouble coin this week to honour the 120th anniversary of the birth of the writer Maxim Gorky, who died in 1936.

Burma blaze

Rangoon (AP) — A fire that began in the kitchen of a home in Lashio, northern Burma, spread to more than 2,000 buildings killing 113 people and leaving 20,000 homeless.

Rhine in flood

Koblenz (Reuters) — The ban on Rhine shipping, which ended after five days on Monday, may have to be reimposed if recent heavy rains swell the river further.

Rat plague

Prague (AP) — Prague's city fathers have launched a campaign to eradicate the fast-growing rat population estimated at 15 million.

Labor in disarray as New South Wales chief quits after defeat

From Our Correspondent, Sydney

The Australian Labor Party, after its humiliating defeat in the state elections in New South Wales, plunged into further disarray yesterday when Mr Barrie Unsworth, the deposed Premier, quit as the party's state leader.

His decision came only 24 hours after he had vowed to fight on as opposition leader. But yesterday he said: "The best interests of the party will not be served if I stay at the helm. Clearly I must accept the blame for the defeat."

Mr Unsworth admitted that his election campaign promise to introduce new gun controls had cost many rural votes. Labor is now leaderless in New South Wales and six ministers have lost their seats.

In Canberra, Mr Bob Hawke, the Prime Minister, came under personal attack for the election rout, but denied accusations by Mr Unsworth that the problem was Labor's image of cigar-smoking, dinner-suited leaders, hob-nobbing with rich capitalists.

"I think that is a very superficial analysis," he said. "All sections of the party, myself included, will intelligently have to look at not just what we are doing but how we

are communicating what we are doing."

Mr Hawke assured a meeting of back-benchers that the 10 per cent swing against Labor would not be repeated in a federal election. But MPs complained about a lack of government discipline and a lack of grass roots contact.

The image problem was not helped by disclosure in the Queensland Parliament yesterday by Mr Bill Gunn, the Deputy Premier, that Mr Hawke had won \$12,000 (about £5,000) one night in a Gold Coast casino. Mr Hawke, he said, had been accompanied by a controversial Gold Coast entrepreneur, Mr Eddie Kornhauser.

● CANBERRA: Mr Kim Beazley, the Defence Minister, yesterday pinpointed Australia's north-west coast, facing Indonesia, as the country's prime defence concern and announced an upgrading of the northern defences (AP reports).

Mr Beazley, speaking in Parliament, unveiled a new northern military command to be based in Darwin, capital of the vast, sparsely populated Northern Territory.

He said that the command would be a joint Army, Navy and Air Force headquarters

with responsibility for the 1,864-mile northern coastline, and would be operational by July.

He said the biggest military exercise in Australia since the Second World War would be held next year to test the northern defences. Code-named Kangaroo 89, the joint Australian-US exercise is to involve more than 17,000 ground troops supported by navy and air force units.

Mr Beazley also said that Australia's main fighter force of FA 18 aircraft would be permanently deployed at Tindal airbase south of Darwin from October. He said construction of Tindal and another base at Derby on the west coast were on schedule.

Defence department experts said the opening of Tindal and Derby would put most South-East Asian cities within operational range of Australian F 111 bombers which are now deployed in Queensland.

Mr Beazley said that construction of the first of six Swedish-designed submarines would begin next year and that the others would be launched by 1999. Australia had also signed a memorandum of understanding with New Zealand for joint construction of 12 new Australian-designed patrol frigates.

Aquino reforms trim 'military fat'



Scout Rangers, marking the 91st anniversary of the Philippines armed forces at a parade in Manila yesterday, heard President Aquino announce sweeping reforms in his latest move against Communist insurgents.

Mrs Aquino said that she would give more power to field commanders, but at the same time told troops that government officials were also in the front line of the anti-insurgency campaign (Hampshire Hawkesley writes).

"I want to trim the fat off the military," she said. "I want more men behind guns, fewer behind desks. I want the officers in

the field with their men."

The new plan is to dismantle a clumsy system known as regional unified command, in which much of the control of the armed forces resides in Manila. More control will be given to field commanders.

"This means the commander is king in his area," said General Cesar Tapia, who controls nearly half the armed forces in the southern region.

Mrs Aquino's announcement won applause from the officers, who have frequently complained about red tape and bureaucracy. The present system was set up by former President Marcos largely, it

is thought, to ensure that he kept control of the military.

Mrs Aquino also reaffirmed her Government's authority by calling for a clear cut division between civilian and military powers.

● Murder trial: A soldier on trial for the 1983 murder of the opposition leader Benigno Aquino denied yesterday that he had told investigators he was the assassin (Reuters reports). Constable Rogelio Moreno said that a fellow soldier's testimony last week, pointing to him as the killer, was all lies. He is one of 37 people on trial for Aquino's murder.

Russians prepare to leave Afghanistan

From Michael Hamlyn, Delhi

In the wake of the Afghan new year on Monday, signs of earnest preparations for a Russian withdrawal from Afghanistan are beginning to show in Kabul, according to Western diplomats reporting here.

Already, "knowledgeable sources" say, Russian officials have started an inventory of their equipment, which they will transfer to the Afghans when they hand over their barracks and bases.

They have also been taking over Afghan houses near the Russian Embassy in Darulaman, in the south of the city, a move interpreted as an attempt to put all Soviet civilians and families into a more defensible area.

At the same time, a senior Air Force officer has been in Kabul to look over arrangements for the withdrawal, and Russian personnel are said to have abandoned construction of a large Soviet project, the Tangi dam in Sarobi, west of the capital.

Ministries in Kabul have been told that they must be

responsible for their own safety because Afghan Army security guards are being withdrawn and posted to the city perimeter.

Anxious eyes are reportedly being cast in the direction of Geneva, where two possibilities are causing alarm among the Afghan official class. One is that the Russians will fulfil their threat to pull out even if there is no Geneva agreement, which would contradict years of assurances from the Rus-

sians that they would never withdraw until outside "interference" ceases.

The other is that in order to get an agreement the Russians will agree to cut off military aid, which would be a severe blow to the regime's morale.

Regime officials are quoted by the diplomats as expressing fears for their own safety and for the likely continuation of bloodletting.

A Western source familiar

with Afghanistan yesterday indicated, however, that the Najibullah regime might have greater survivability after a peace settlement than has hitherto been imagined.

The source drew a parallel with what happened after the Americans withdrew from Vietnam. There the Thieu Government survived for another two years before falling to a large-scale military onslaught, complete with heavy artillery and tanks. The

Mujahidin are much less well-organized and disciplined, and have nothing like the fire power available to the North Vietnamese.

On the contrary, the individual Mujahidin are likely to want to break off from fighting and return to their valleys.

If a limitation on Russian aid is agreed in the interests of symmetry at the Shultz-Shevardnadze talks in Washington, Pakistan will come under renewed heavy pressure to sign the Geneva accords without gaining much in the way of movement on an interim government for Afghanistan.

In preparation for such a surrender, the Pakistani authorities have begun conducting an opinion poll among the Afghan refugees as to whether they would return to an Afghanistan still ruled by Dr Najibullah.

Since the prime interest of Pakistani policy is that the refugees should go back, the result of such a survey could have a profound influence on their attitude at Geneva.

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Japanese fans flock to see Jagger's first act

From David Watts, Tokyo

Mick Jagger christened Tokyo's new £152 million "Big Egg" stadium last night — the first time he has been allowed to play in Japan.

He stalked on to an ear-cracking version of "Honky-Tonk Woman", a tiny dot on the stage a hundred yards away in what can only be described as a 180-ft high space ship resting in the middle of Tokyo.

The 60,000 fans, practically all young enough to be Jagger's children, were stacked four storeys high, sipping nothing more lethal than beer at three times the usual price.

It was a very different audience to the one that watched the Tony Tubbs and Mike Tyson world heavyweight boxing title fight in the Tokyo Dome the previous day. That lasted all of 354 seconds and cost ringside fans more than a pound a second.

Just out of his sick bed after suffering flu which caused the cancellation of one concert in Osaka, there was concern that

Jagger might not go the distance.

But he put the two much younger boxers to shame with a tightly-packed two-hour show of Rolling Stones' favourites from the 60s and 70s. But if it has taken Jagger until 1988 to get to Tokyo is it Japan that is speeding up or him that is slowing down?

"Jumpin' Jack" doesn't quite have the flash he had the last time I saw him in the north of England 20 years ago. Certainly, he was just getting over a nasty fever but you got the feeling that it would not have made much difference.

He even hinted that he was not overjoyed with his performance either. "I'm doing my best," he panted at one point.

The truth is that Jagger has slowed enough to be acceptable in Japan. That does not detract from the fact that the audience loved it.

In Japan, Western legends have a habit of lasting that little bit longer.

Race conflict haunts imperial ghosts of Singapore

Raffles lures day-trippers of new age

From Gavin Bell Singapore

The swash-buckling sea captains and the hard-drinking rubber planters are only vague memories in the Long Bar, and Somerset Maugham no longer composes his critical caucuses of colonial life in the shade of the frangipani tree in the Palm Court.

They are still serving gin slings in the Tiffin Room, but times have changed for Raffles, the nostalgic quintessence of imperial splendour in old Singapore.

White ducks and flowered chiffons have been replaced by jeans and T-shirts, and the portrait of Sir Thomas Stamford Raffles (the founder of Singapore) looks down with evident disdain upon a souvenir shop. The fans spin lazily on from the lofty ceilings, and beneath them Conrad and Kipling have been usurped by tourists from Bingley and Baltimore.

Raffles, always more than a hotel, has become in turn an institution and a tourist attraction. Forced to adapt to survive in Mr Lee Kuan Yew's bustling new city-state, the grand



Raffles: an oasis of elegance among sterile skyscrapers.

old lady has had to accommodate a less exclusive clientele.

That she has continued to exist at all may be considered an act of faith by her owners, of inspiration by her present manager, and of belated appreciation of her merits by the Singapore Government.

When Signor Roberto Pregarez left his native Italy to become the manager of Raffles in 1972, it was losing a great deal of money. "It was a case," he recalls, "of either getting taken over by the Sultan of

Brunei or building an extension of 1,000 rooms."

Eschewing both options, and realizing the potential of Raffles' fading charms, he set about exploiting her colourful past with the aid of writers and journalists around the world.

Two leaflets became nine books filled with anecdotes and legends, which went on sale in the lobby along with T-shirts, towels, ties, teacups and other trinkets bearing the distinctive Raffles crest.

His greatest marketing success was in reviving the Singapore gin, created in 1915 by a Raffles barman, Ngiam Tong Boon. From selling less than 200 a week, Ngiam's successors now serve up more than 1,000 of the rose-coloured cocktails a day.

Thus the cane chairs of the Long Bar and the ornate garden seats on the Palm Court lawn are filled with day-trippers, much to the annoyance of an elder clientele to whom it is a cherished memory.

Having survived the Japanese war-time occupation, and the ravages of Singapore's rapacious developers, Raffles may contemplate a more secure future. Last year, on the occasion of its centenary, it was officially declared a historic landmark to be preserved for at least 99 years.

The transition so far has been achieved with minimal structural changes. Raffles remains a gracious, rambling structure in the neo-Renaissance style, with paint flaking from its white facades, and tropical songbirds trilling in the garden. It is an oasis of elegance in an otherwise sterile city of soaring skyscrapers.

Lee's motive under fire in move to retain ethnic mix of MPs

From Our Own Correspondent, Singapore

A perceived threat of racial conflict has disturbed the normally placid proceedings of Singapore's Parliament, with remarkably candid admissions of the fragility of the island's multicultural society.

Until recently the subject of race was taboo in public discussions and press reports in this secular state, where 2.6 million people live in an area roughly the size of the Isle of Wight.

This changed last week when a select committee debated a controversial Bill that would effectively enshrine racism in the political system for the first time.

The proposed amendment would require candidates for up to half of the seats in Parliament to run for election in groups of three, one of whom must be a Malay or a member of another minority community.

The Government argues that it is necessary to maintain multiracial representation in Parliament, which is dominated by the majority Chinese community. The opposition, such as it is, protests that it is merely a tool to keep the ruling People's Action Party in power.

The latest figures show that 76 per cent of the population is of Chinese origin, 15

per cent Malay and about 6.5 per cent Indian. In the present Parliament there are 62 Chinese members, nine Malay, five Indian and one Eurasian. All but one of them are members of the ruling party.

According to Mr Lee Kuan Yew, the Prime Minister, and his senior Ministers, recent voting trends indicate that the Malay community is finding it increasingly difficult to field suitably qualified candidates.

Mr Goh Chok Tong, the First Deputy Prime Minister, said the Government was acutely aware of the perils of an all-Chinese Parliament — a sense of rejection among ethnic minorities, especially the Malays, followed by alienation, with racial tension and strife not far behind.

"We take the view that it would be better for us to do something now, rather than wait for Humpty Dumpty to fall and crack," he said.

Mr Lee employed a more vivid metaphor in explaining his fears of ethnic strife: "It is already quite clear to me... my radar is an over-the-horizon radar. That is why I avoid collisions. I do not have to wait until the missile is looming right in front of me."

Referring to the "deep, abiding and enduring problems" of race in Singapore

that would "not go away in 20 or 40 years", he said that the issue boiled down to whether it was better to pretend there were no racial differences, or to accept that there were and that they should be accommodated through compromise.

Mr S. Rajaratnam, Senior Minister in the Prime Minister's Office, underlined the point in a speech to community leaders. "Do not believe that we have abolished racial problems. We have contained them," he said. "I myself am not sure whether it (the Bill) can prevent racial conflicts, but we are going to do our best to see that they do not occur."

This avowed altruism failed to impress Mr Chiam See Tong of the Singapore Democratic Party, the lone opposition MP. It may be impossible to eradicate race as an issue, he said, "but we are not here to enhance it, to establish it and to make it an institution".

Several academics, sociologists and others who addressed the committee shared his reservations about enshrining apparent consensus as that the draft Bill was the best option for maintaining the racial status quo in Parliament, and it is assumed that a full session will approve it within a matter of weeks.

There is a new way among the councils of efficiency... competence... watchwords... been around... is unlikely to... District... David Walker... too little...

DAKS S...

ONE LOOK TELLS YOU

SPECTRUM

A paler shade of red

There is a new realism dawning among the once Hard Left Labour councils of inner London. Efficiency, flexibility and managerial competence have become the new watchwords, 'gesture politics' have been abandoned. But the about-face is unlikely to save them from the District Auditor. Is it, David Walker asks, too little, too late?

Just before dawn on January 19, Toby Harris, the Labour leader of Haringey Council, stood on the steps of his Wood Green town hall after a marathon budget debate and declared an end to "gesture politics".

Harris and the Labour moderates who had wrested control of Haringey from the Hard Left during the autumn had just pushed through what for Labour was a remarkable budget.

It was not just that real spending was being cut by upwards of £18 million and staff being made redundant. In a coded way he was saying something startling for a council that pioneered "positive images" of homosexuality and adopted an aggressive equal opportunities stance. Haringey, and all the other boroughs, would have to get back into the mainstream. If they cannot convince the public they can empty bins and run the schools, no amount of minority policy could save them.

Yet Harris's budget marathon was significant, and not just for Haringey. Since the 1987 general election Labour, in the London town halls, has been examining the entrails and started moving in the direction of tougher management. Neil Kinnock's New Realism has begun to dawn in the inner London boroughs. But this new realism is unlikely to excuse their past excesses: over the past few months 80 Labour politicians in London face fines and disqualification at the hands of the District Auditor.

The buzz words are now efficiency, flexibility, managerial competence. Once Margaret Hodge ran the red flag above Islington Town Hall (and allowed tenants to run up huge rent arrears), the borough boasted of its gay Mayor and serpentine committee structure on which trade union representatives called the shots. Now Hodge — who is also leader of the Association of London Authorities — preaches about "a more consumer-orientated attitude to promoting local services... quality must take priority".

More rhetoric? Hodge, on paper at least, is not afraid of taking a knife to some of London Labour's



A different sermon: in place of the red flag, moderation is now being saluted in Islington by Margaret Hodge (left)

FOR WHOM THE INSPECTOR MAY CALL

Margaret Hodge, Labour leader of Islington Council, lives in a big house in fashionable Barnsbury, north London. One morning this spring there's a chance that through its letterbox will drop an official notice that might not only disqualify her from her council seat but require that her house and other assets be sold.

Her financial and political fate — along with that of another 80 London Labour politicians, among them lawyers for whom disqualification would be a professional disaster — depends on calculations now being made by the District Auditor about whether councillors in four boroughs are guilty of "wilful misconduct" involving the loss of public money. The auditor is a financial

policeman who has the twin jobs of ensuring council spending is legal and pushing town halls towards better value for money. He has power to investigate then surcharge any councillor he finds has broken the law governing spending and rate-making, but councillors can challenge his verdict in the courts.

What the auditor is doing in London is sweeping up after the collective hysteria of the 1984-85 period when several councils tried to thwart rate-capping by refusing to levy rates by the usual deadline.

The auditor has been closely examining the London councils. The scorecard so far is: Southwark 38 councillors told they may be held responsible for £294,000 of public money he believes has been wasted by their

tactics, including eight Conservatives, three Liberals and one Independent, on the grounds that they could have voted differently. Action expected after Easter.

Hackney: 25 members of the Hackney council in 1985 have been sent notices in relation to "possible losses". Though the total sum involved, £12,510, is not large, disqualification is still a possibility. Camden: The auditor has written to 59 of the 1985 council, including Tories, asking them to explain how they voted between May and June 1985. Further action is "imminent". Islington: The auditor has despatched notices to 36 members of the 1985 council and is considering their response. He is expected to judge Islington "during the spring".

sacred cows — for example, managing the municipal unions. "Where a conflict of interest arises, the services must take precedence over trade union interests or even jobs."

And with the words, there have been deeds. John McDonnell, once Ken Livingstone's ultra Left assistant at the Greater London Council, as secretary of the ALA has been attempting to beef up management in member boroughs by, for example, sending in a team of officers to help Camden sort out the mess in its homelessness unit. Similarly, according to one witness, "the management consultants are crawling all over Islington Town Hall". More convincingly, perhaps, Hodge has got Islington's budget under control, and after a sharp round of cuts has had her borough taken off the list of authorities to be rate-capped during 1988-89.

There are signs of a new, tougher attitude in the other Labour bor-

oughs, too. Linda Bellos, black and lesbian leader of Lambeth, is hardly to be classed among the moderates. But last week she said, almost with a note of pride in her voice, "Lambeth Council has been forced to reduce its budget by £60 million in six months: it is a mark of the flexibility of local government, the staff and the trade unions to have responded to this rapid change."

Even in Camden, notorious for its prodigious generosity to less than efficient white collar staff, the worm has turned. Labour has shut St Pancras reference library and is closing the Shaw Theatre — painful signs of a dawning realism. It has also sold property, pushed its rents up and is trying, by April 1, to cut its work force by 22 per cent.

But is it all too little, too late. The gaps between resources and spending, between Government targets and outlays remain huge. London government will be a cauldron of

financial and political pressures for the next six years.

● **Staffing and manpower:** In the Labour boroughs, the London-wide problem of recruiting and retaining staff is worst. Computer staff are having to be paid between 15 and 20 per cent above the national average.

● **Poll tax:** Even Tory Westminster wonders if it will be able to collect more than 80 per cent of the tax. The figure could be higher in the poorer boroughs, with the result that poll tax rates will have to be pushed up to meet the shortfall.

● **Rate-capping:** The Government recently announced it is giving itself powers to "cap" the poll tax as well as with an eye to controlling amounts levied.

● **Rate support grant:** Lambeth is typical of the different assessments of need made by London councillors and the Government. Linda Bellos, the Labour leader there,

says the borough needs to be allowed to spend £212 million in 1988-89. Whitehall says its social and other needs amount to only £140 million. The Government is allowing it to spend £152 million maximum. Rate support grants reflect the disparity.

● **Creative accounting:** Many boroughs have been bridging the gap between income and projected expenditure by such means as switching current spending to the capital account, or entering into lease-back arrangements. During the next five years hundreds of millions of pounds worth of similar schemes will have to be paid for, imposing a heavy interest burden.

● **Education:** The Government wants the boroughs to take on the responsibilities of the Inner London Education Authority by April 1990, giving the boroughs less than 18 months to set up education committees and cut

hundreds of millions out of the total spent by the ILEA.

Howard Davies, controller of the Audit Commission and a relatively impartial witness to the deathbed conversion of the councils, says he recognizes a major step forward. "But let no one be in any doubt that the really tough decisions still lie in the future."

Huge problems have not yet begun to be tackled. In Brent and Lambeth, local Labour parties are still largely in the hands of the Hard Left, which is adamantly opposed to job cuts.

Even if the new realism persists in the other boroughs, its arrival has come too late for many. Yet the "managerialism" that is now lodged in the town halls of the capital shows that, under pressure, Labour councillors will listen and learn. And what they have learnt is that their political survival depends on more effective provision of mainstream municipal services.

Nibbles at the black arts

There was blood all over the tables in the heart of the Normandy countryside last weekend. Some of it was British, but none of it was human, and all of it was in puddings. This was the 26th annual *Concours International du Meilleur Boudin* (black pudding championships), where our man from Burton-on-Trent has won a place in the finals.

He is Stuart Ellis, a 44-year-old butcher with a medium rare complexion and a recipe which he believes might lift the trophy from the perennial victors, Germany, when the *Confrerie des Chevaliers du Boudin* reach their verdict in the next three weeks.

As he arrived in the normally tranquil village of Mortagne-au-Perche with his wife and 17-year-old daughter (herself a butcher's apprentice) to become our sole ambassador of the black art at the championships, he was not alone in his optimism: the bookmakers William Hill had shortened the odds to five to two against his winning the British section.

Should one of his four entries win the overall trophy it will be, he believes, on



account of a bold culinary heresy: for Ellis has departed from the tried and tested formula by injecting a quantity of pickle into his produce.

At the preliminary rounds, when members of the public traditionally converge on the *Halle aux Boudins* to cast their votes on the 600 competing puddings, the proof of the pudding was not so much in the eating as in the restrained nibblings of tiny samples.

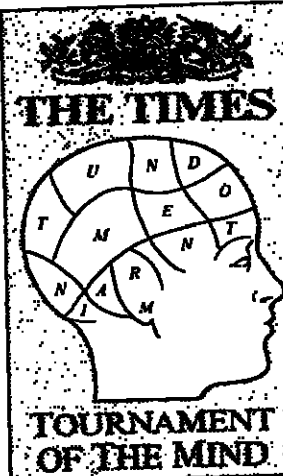
The entries had been inexplicably crowded off by two rows of crash barriers, then subjected to loving attention by an army of white-coated officials. Has Katie Boyle been there, she would undoubtedly have been interviewing them in their native tongues. This is nothing if not the *Eurovision Sang Contest*.

If Ellis triumphs he will become the first Briton to do so. The smart money is still on the Germans, however, who this year excelled themselves with a bewildering array of indefinables, ranging in texture from pate to plaster.

Alan Franks

Tournament of the Mind

● Today we present the first of the answers to *The Times* Tournament of the Mind, with a £5,000 awaiting the individual winner, and an IBM Personal System/2 Model 30 for the top school



As the *Times* Tournament of the Mind closed yesterday, British Mensa estimated that it had received well over 30,000 entries, and possibly as many as 40,000. But in the early stages of marking, with about 5,000 submissions having been assessed, there was not a single one that was entirely correct.

Harold Gale, executive director of British Mensa, described the response as "absolutely fantastic. This was quite the most successful competition of

its kind that we have ever run." On Friday the BBC's switchboard had been inundated with callers asking for the answer to the question: Who wrote *Music for Supermarkets*? Many contestants had been stumped by this one, and had submitted such despairing answers as Lord Sainsbury and T. Esco.

The first batch of correct answers appears on this page, with the rest to follow tomorrow, Friday and Saturday.

ANSWERS: ROUNDS ONE TO FIVE

ROUND 1

Puzzles: 17. 2 MENT. 3 58. 4 1p, 2p, 5p, 10p. General Knowledge: 1 Jeffrey Archer. 2 Cumbria. 3 The Telecom Tower. 4 Vangelis. 5 Korean War.

ROUND 2

Puzzles: 1 You might think this is easy but wait till later. 2 PLAY. 3 Multiply (x) and plus (+). 4 47 people, £21 per person. General Knowledge: 1 Charlie Chaplin. 2 Samuel Crompton. 3 A pickpocket. 4 William F Cody. 5 The Mormons.

ROUND 3

Puzzles: 1 8. 2 NEWS, WEATHER, FINANCE. 3 8. 4 36 mph. General Knowledge: 1 A mythological beast (half man, half horse). 2 Cornwall. 3 The gums. 4 Felix Mendelssohn. 5 Frank Whittle.

ROUND 4

Puzzles: 1 100. 2 SALMON. 3 12. 4 58. General Knowledge: 1 Excalibur. 2 Greyhound. 3 Arsenal. 4 Pablo Picasso. 5 Sulphuric Acid.

ROUND 5

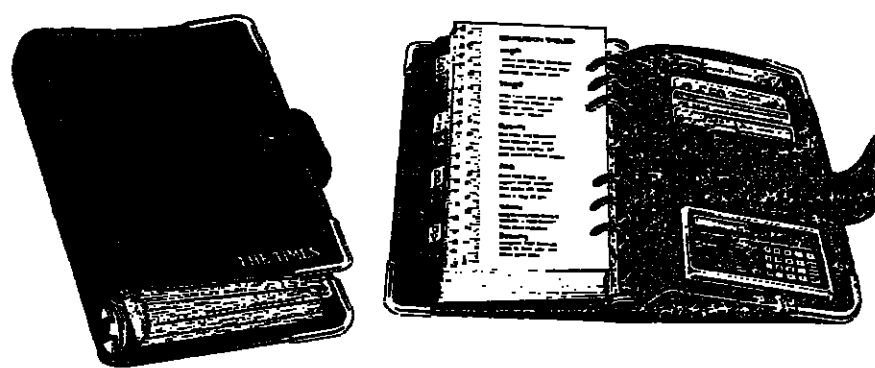
Puzzles: 1 V. 2 REEF. 3 7. 4 6pm. General Knowledge: 1 A Palindrome. 2 John Milton. 3 George Gershwin. 4 Nick Faldo. 5 Lima.

DAKS Simpson



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TIMES DIARY

ALAN COREN

Nobody who was there was certain how it started. Nobody who was there can be certain how it will end. All that is certain is that nobody who was there will ever forget it. For the English do not sing at Twickenham. They do not have a song to sing, even on those rare occasions when they have something to sing about. Unlike the men of Harlech, they do not have a Little Sausage in which to boil the blood, nor the national mass gongs necessary to muster an orchestrated outburst at the drop of a hat-lick.

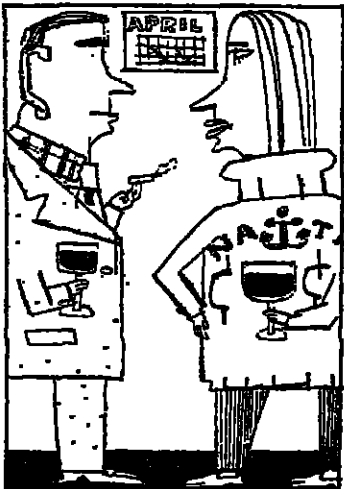
The paucity of hat-tricks, of course, may also have something to do with the lack of an anthem. Why struggle to commit a song to memory when you cannot even remember the last time you might have needed it? But suddenly, last Saturday, a hat-trick came. It came against Ireland, it came on the flying feet of Chris Oti, and a split second after we had leapt following to our own, something very peculiar indeed happened. Everyone, pace Siegfried Sassoon, suddenly burst out singing. I do not know how it began, because it did not begin anywhere, it began everywhere at one moment, fifty thousand throats were roaring incoherently, and the next moment they were singing, in unison, *Swing Low, Sweet Chariot*, as if they had been rehearsing it all season.

As moments go, it was as fine as any I can recall, for umpteen reasons. Because Chris Oti is black, his skin found us an instant song, and because he's an Englishman the song became an English song, and we can do with unity like that, these days. Especially as, all around me, Irishmen — who were being trounced on the mud below but who are a sporting and unparisian lot when it comes to recognizing genius — joined lustily in; and an Anglo-Irish agreement, even if it lasts for only a couple of choruses, is not to be sneezed at.

Gentlemen in England, now a-bed, shall think themselves accursed if they were not here. And do not argue that it is October 25 which is St Crispin's Day, not March 19, because if you do, I shall remind you that St Crispin is the patron saint of bookmakers, and those of us who watched Chris Oti jink past the statue of Trevor Ringland last Saturday knew that only a holy hammer could have clobbered his cleats. Indeed, the only difference between Twickenham and Agincourt was that at Agincourt we beat the French; but then you can't have everything.

A further, um, footnote, and hardly less beatific, my companion at Twickenham was the Greatest Living Irishman, and as we negotiated the throng on our way into the stands, it was clear that those who fought for a touch of his grey-suited raiment to reverent cries — in emerald brouge — of "Ferry! Ferry!" were convinced of the good fortune that this act would osmotically confer on their team. Nor, had you been there to see the famous smile beam from the blessed countenance, would you have been quick to deride their simple faith. It was somewhat different walking out again two hours later, the old country 35-3 down, and the beloved smile badly buckled. An Irishman behind us: "A fat lot of good yer Wogan did!" His friend: "What's the odds the bloody snakes are back, too?"

BARRY FANTONI



'Am I wrong or is Easter chaos early this year?'

On Monday, to Petty's vast printworks at Leeds for that gut-churning ritual in any editor's life, the printing of the first issue of his tenure. Gestatory metaphor prickles the skin: for some weeks now the redesigned *Times*, fertilized in enthusiastic energy to the accompaniment of shrieks, groans, and breathy promises, has been swelling, taking on its embryonic form, developing its proto-personality, the big organic shapes have grown recognizable limbs, the limbs have played into detailed extremities, leaving only the staff's unspoken prayer that, by the projected birth-date of March 24, everything will be where it should be, and in working nick.

The printworks is thus, this morning, a maternity ward, a place for fraught striding back and forth through cigarette jetsam, with the ear cocked against any untoward sound that might betoken miscarriage. Like any father misguidedly coaxed into attending partition, lack of the ability to interpret is the real frightener — what was that squeal, that clunk, that rattle, what is that stuff squirting out there, should that thing be rolling about like that, who are those men in blue coats who have suddenly sprung out from behind a partition and what exactly is persuading them to run that fast?

Managerial midwives smile those small smiles which do not reassure at all, sniff their professional sniffs, sigh their professional sighs; they have seen it all before, parents are civilians to be patiently tolerated but not indulged. On the huge production lines, glimpses of the whizzing baby flash by, stopping the heart — my God, surely something is missing there, something is twisted here, doesn't that bit look a peculiar colour to you?

And then it is out, fired from the business end, shiny and warm and smiling as only a new-born magazine can smile, and you are cradling it, and tentatively inspecting it, and hardly daring to count its fingers and toes; but everything seems to be there after all. And, though there may be a birthmark or two, a couple of wrinkles, the odd wart, you love it.

Whether anybody else will is something you do not even think about for at least two minutes.

Preoccupation with dangerous Middle East crises — the Palestine problem and the fresh activity in the Iran-Iraq war — has tended to distract outside observers, and some insiders for that matter, from recognizing the profound changes which have taken place in the area.

I am thinking not so much of the amazing material developments stemming from oil wealth in some states, nor of the consequences of Arab-Israeli wars, the collapse of Lebanon, the Iranian revolution, etc., although all these have been important. I have in mind more the evolution away from the quest for Arab unity towards state nationalism and the challenge to nationalism of Islamic universalism.

Until the late 1960s, most of the Arab world was dominated by a wave of secular pan-Arab nationalism and the competition for leadership of this movement between the three great Arab capitals of Cairo, Damascus and Baghdad. President Nasser of Egypt, with his colossal personal prestige as the Arab liberator from the shackles of "Western imperialism" and with the advantage of the superior political, cultural and propagandist resources of Egypt, looked as though he would carry all before him. The fragility of the pattern

of states established by the great powers after the First World War became palpable. Traditional monarchies which had allied themselves to the West trembled in their shoes. Purely Islamic movements, such as the Muslim Brotherhood, which transcended and indeed rejected nationalism, were frowned upon and suppressed by the leadership.

With the defeat of the Arabs in the June war of 1967, followed only six years later by a massive increase in oil wealth, the scene changed fundamentally. Nasserism, its creator dead and its ambitions discredited, faded. Today the torch of Arab unity is carried only by the forlorn and marginal figure of Colonel Gaddafi. Economic and, to some extent, political influence shifted to the wealthy monarchies of the Arabian peninsula. The radical notion persisted that any regime which was not republican, socialist and fiercely non-aligned (anti-Western) was a legitimate target for overthrow by its own

people. Arab states became free to pursue their individual destinies, provided they maintained a degree of orthodoxy on the unifying question of Palestine.

As a result, state nationalism began to take root, notwithstanding the artificiality of the post-1918 settlement and the apparently archaic nature of the more traditional regimes. In today's lexicon, "solidarity" or "unity" as a rallying cry, and there is a growing consciousness that each state has different national interests which can co-exist with the centripetal pool of common language and shared history.

Perhaps the sternest test of nationhood has been the Gulf war. Iraq was created not by the peoples of the three former and disparate provinces of the Ottoman Empire, but by the British government only 70 years ago. But in broad terms, and with certain exceptions, the people have fought and suffered for seven years as Iraqis.

By a similar token, important local institutions of statehood such as universities and public media have developed to such an extent over the past two decades, even in the smallest (but richest) states, that it would no longer be easy for any one centre of power, however culturally predominant in the past, to hypnotize the whole region as Nasser did, except possibly on the emotive issue of Palestine.

The contemporary challenge to the status quo of an increasingly well established pattern of states with differing systems does not therefore spring from pan-Arabism, communism or socialist revolution — most Arabs have had enough of these — but from Islamic revivalism influencing people disillusioned with the failings of secular governments they cannot change and resentful of Western encroachment on their traditions.

The Iranian revolution, with its pronounced national and

sectarian characteristics, is unlikely to be copied exactly in any Sunni Arab state but, whatever may be the future of Khomeinism, Shia communities throughout the region are no longer a passive, deprived underclass — look at Lebanon. All governments are obliged to take account of this change if they know what is good for them. Equally, the widespread return to Islam of the younger, educated classes (the people as a whole never left it), with their antipathy to Western or, for that matter, Eastern European social attitudes, is manifest to any observer, and even the least religious governments are already having to dance to some extent to this tune.

This wave, too, may pass but even if it does, just as Nasserism left a legacy of determination to remain independent of foreign political and military domination, the Islamic revival will for years to come stiffen resistance to the permeation of the Arab

world by Western or any other alien culture or values. The Arabs are demonstrating their resolution to hold to their own traditions and to avoid being transformed into copies of Europeans or Americans.

Politically, the contemporary Arab world comprises a bewildering variety of systems, from the weird Marxism-Leninism of South Yemen, and Colonel Gaddafi's bizarre *Jamahiriyah*, through the republican socialism of Iraq and Syria to patriarchal monarchies stretching from Morocco to the Gulf. Most have shown astonishing staying power and it is a long time since a colonel turned up with his tanks at palace and radio station. But this tranquillity should not be mistaken for stability in our sense. It may persist. But so long as the poison of the unsettled Palestine problem infects the region, so long as the Iran-Iraq war with its overtones of a clash of civilizations drags on, and so long as it remains impossible to change inadequate governments by peaceful means, it would be a rash man who would predict two more decades of domestic continuity comparable to the 1970s and 1980s.

Sir Anthony Parsons was British Ambassador to Iran, 1974-79. He has just returned from a trip to the Gulf and Egypt.

Anthony Parsons on the forces at work in a turbulent region

Arabia's deeper revolution

Conor Cruise O'Brien

Last rites for Hillsborough

The IRA is good at exploiting military reverses for propaganda purposes. It's the martyr syndrome, and it comes to a head when it comes to recognizing genius — joined lustily in; and an Anglo-Irish agreement, even if it lasts for only a couple of choruses, is not to be sneezed at.

Gentlemen in England, now a-bed, shall think themselves accursed if they were not here. And do not argue that it is October 25 which is St Crispin's Day, not March 19, because if you do, I shall remind you that St Crispin is the patron saint of bookmakers, and those of us who watched Chris Oti jink past the statue of Trevor Ringland last Saturday knew that only a holy hammer could have clobbered his cleats. Indeed, the only difference between Twickenham and Agincourt was that at Agincourt we beat the French; but then you can't have everything.

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Haughey, it is said in Dublin, is displeased with Flynn's statement. I don't believe that Haughey is in the least displeased. For a subordinate to blurt the anti-Brits stuff, and for the Boss then to simulate mild displeasure, is a rather characteristic Haughey play, and well suited to his present dilemma.

Mr Haughey would like the agreement to collapse, provided he could be sure that middle-of-the-road Irish electors, who like the agreement, would not blame the collapse on him. If it could be seen to collapse in such a way that almost all Irish people put the blame on the Brits, that would be fine.

The result of Mr Haughey's dilemma is that he finds himself whipping up anti-British hysteria, fuelled by the Gibraltar shooting of the three IRA bombers, to get off the hook of the agreement. In these circumstances the agreement becomes an engine for making Anglo-Irish relations worse, not better.

That the agreement has failed, as applied to Northern Ireland, has long been obvious except to determined wishful thinkers — of whom, however, there is no shortage. The hope so fulsomely expressed that the agreement would lead to "reconciliation between the two traditions" looks like a sick joke after more than two years' experience.

The related hope that the agreement would reduce violence to the level of the statistics victims of political violence up 75 per cent since the end of 1985. Before the agreement, violence had been declining. The current state of relations between the two communities in Northern Ireland was symbolized by the horror of last week.

In its systematic murder campaign against Protestants over the past 20 years the IRA has hoped to provoke a major Protestant backlash, thus allowing the IRA to emerge in its role of "defender of the people".

So far it has had only sporadic success. But the death of three people in the pistol and grenade attack on the crowd at the Gibraltar bombers' funeral on Wednesday is a good example of the kind of thing the IRA has been hoping to stimulate and use for tenuous "reprisals" — as by those "mourners" on the two soldiers on Saturday. They hope also that if the Protestants turn really nasty, the British may decide to quit and leave the locals to fight it out, as they did in Palestine 40 years ago.

The net results of the agreement inside Northern Ireland were judiciously summed up by



Sir Charles Carter on its second anniversary last year: it had "alienated the majority without reconciling the minority."

The failure of the agreement, and its effects on Northern Ireland, are obvious, although, in Irish affairs, the obvious has often a knack of becoming invisible. But there was, until recently, one area where the agreement did seem to be having benign effects. It seemed to be producing better relations be-

tween London and Dublin. And it did mean that in countries where it mattered — principally the United States — British and Irish diplomats could work together, rather than against one another. Now even that has collapsed.

Mr Haughey's government is sending signals to its friends in America and elsewhere that John Bull is up to his old tricks. Britain is not honouring its side of the Anglo-Irish Agreement.

The agreement is turning into just another grievance.

This is not just a case of pique, caprice or emotional stress. There is a structural problem of Irish politics here: an iceberg of which Mr Haughey is the tip.

Most Irish people are not anti-British. But a significant minority, somewhere around 20 per cent, are. That minority generally votes Fianna Fáil, so that the anti-British minority in Fianna Fáil is a lot higher than

20 per cent. And it was the anti-British section of his party that did most to help Mr Haughey in his rise to power, and also to defend his leadership when it was under threat. He simply cannot afford to lose these people; he has to anticipate their reactions and sound sufficiently anti-British not to let them down; while not sounding so anti-British as to put off the mass of ordinary voters.

This has always been a difficult role to sustain, and Mr Haughey has sustained it only passably well. Hillsborough has made it even harder: by accepting the agreement when in office, after denouncing it when in opposition, he forfeited some of his charisma.

To compensate for this he must be seen to stand up to the Brits, and not look tied by the agreement. Then, to hold the ordinary voters, he must stimulate the anti-British tendencies of the media, significantly more anti-British than the population as a whole.

So the Anglo-Irish Agreement, always counter-productive in Northern Ireland, is now counter-productive in the field of Anglo-Irish relations generally. Is there any good reason for keeping the thing alive?

"Security co-operation," some will say. But security co-operation between the two governments was not created by the agreement. Security co-operation rests on the solid base of mutual interest. It does not require this new-fangled and ill-starred Anglo-Irish Agreement.

It is true that a section of Mr Haughey's followers would like the Irish government to be, at best, neutral between the British and the IRA. But a Taoiseach who went on that tack would not be re-elected.

If Mr Haughey wants to wreck the agreement, let him. The sky will not fall. Mr Haughey might.

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Commentary • WOODROW WYATT

Tax as punishment

The spirit of envy, the only effective ally left to socialism, lingers on. Two polls have demonstrated the hold it still has on popular imagination. Mori in *The Sunday Times* showed 63 per cent against the new top income tax rate of 40p, and 27 per cent in favour. Backing for it in *The Sunday Telegraph* Gallup poll was scarcely higher at 29 per cent. The notion that taxation should be a punishment against those who are determined enough and work hard enough to earn high is not dead.

Generations have been brought up impregnated with the socialist ideal of egalitarianism. Hugh Gaitskell was infected by it; so was Tony Crosland. Neither was an enthusiast for nationalization, recognizing that a country's prosperity depends on private enterprise, but both believed that taxes should be levied on high earners in the interests of decency and (mistakenly) of financing the welfare state. This did not prevent either of them enjoying a standard of living way above the average.

The Conservative governments of 1951-64 and 1970-74 accepted this socialist approach. It was the consensus of the era, which the Archbishop of Canterbury yearned after in a speech last Friday. "Conservatives like Rab Butler and Harold Macmillan had no major difficulty with the idea of the welfare state," the Archbishop said.

Quite true. The old Tory leaders accepted that Britain's position in the world was declining, and would continue to decline, and nothing could be done about it. The nation, though better off than before the war, had no prospect of reaching the standard of living of the US or West Germany, so there must be as equal as possible shares for all.

Hence the catastrophic subsidies for failing industries and the government-induced subservience of managements to union leaders who opposed profits and clung to restrictive practices in the illusion they would save jobs. A fatalist inertia seized the land and those who sought to create wealth were made to feel ashamed of themselves if they asked to be allowed to keep more of the new wealth they created.

There was a strange consensus that Britain's wealth was static, but a country's wealth is not static; it can go down or up. Accepting that Britain was in a more or less immutable time warp was bound to sap the country's energies and curb our potential.

The Thatcher government in 1979 was nervous about breaking the mould. Its members were brought up under the ethos of socialism. They thought themselves greatly daring when they cut the top rate of tax from 83 per cent to 60 per cent and shuddered under the accusations from Labour and the prelates that letting the rich keep more of their own money was immoral and a threat to the maintenance of the welfare state. They hesitated fearfully for nine years to take the next obvious and logical step of cutting the penal top rate of 60 per cent to the more reasonable rate of 40 per cent.

As a result of the top rate coming down to 60 per cent the top 5 per cent of taxpayers today contribute a third as much again in real terms as they did in 1978-79 and the contribution of the rest has not risen. Cutting taxes at the top is good business for the desirable parts of the welfare state like the NHS and for helping the needy. Instead of employing armies of lawyers and accountants and working out

schemes for perks to reduce the effect of penal taxation on them, the high earners get on with earning more for the benefit of the country as a whole.

Lawrence Lindsey is assistant professor of economics at Harvard and a former member of President Reagan's council of economic advisers. Top rates in the US were 70 per cent until they were reduced to 50 per cent in 1981.

Lindsey says: "The evidence is now clear that we take in more tax revenue with the 50 per cent top rate than we would have taken in with rates ranging up to 70 per cent... the high tax rate served no revenue purpose at all... the only purpose being served was to create the illusion of soaking the rich."

So it has been with the further cuts in top rates to 33 per cent in the US and so it will be with our new 40 per cent top rate. The rich, now accepting that their taxes are fairer, will not feel so driven to minimize them and will get richer, making everyone else better off in the process. That will enable more, not less, to be spent on objects which the Archbishop of Canterbury holds dear, though I fear he is disappointed by the onslaught on the national, nationally self-defeating egalitarianism.

Perhaps he might turn to St Mark, ch 14, v 6 and 7. There Christ angrily rejected the charge that the woman who anointed him with precious ointment which could have been sold for the benefit of the poor had been guilty of wasteful ostentation. "She hath wrought a good work on me. For ye have the poor with you always: the Archbishop's consensus politics is the recipe for more poor, with less help for them. The 40 per cent top rate is a recipe for fewer poor.

SCIENCE REPORT

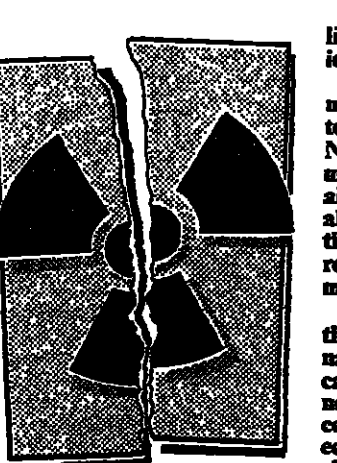
Tale of two bombs

The seismic traces of two simultaneous Soviet nuclear explosions have been disentangled at a Ministry of Defence laboratory at Blackmoor, near Reading. The development has significance to the policing of any test limitation treaty.

Writing in the latest issue of *Geophysical Journal*, Dr R.C. Stewart and Dr Peter D. Marshall explain that by using seismic records from three monitoring sites they have shown that what seemed the trace of a single underground explosion in fact represented two nuclear explosions at underground sites roughly five miles apart.

Part of the interest of this development is the demonstration it provides of the sensitivity of the seismic techniques now used for detection and analysis of underground explosions. But the ability to detect simultaneous underground explosions has obvious practical implications for the control of any nuclear test treaty in which countries would be allowed an annual quota of explosions.

The double explosion took place at the northernmost of the Soviet testing sites at Novaya Zemlya, bordering the White Sea, on October 11, 1980. Marshall explained yesterday that he and his colleagues, who are constructing a catalogue of the world's nuclear testing sites, have only recently developed the analytical methods for telling single and double explosions apart, and have now applied them retrospectively to Novaya Zemlya records.



The three monitoring sites from which seismic records are collected are at Eskdalemuir in Scotland, Cambridge in India and Yellowknife in Canada. They differ from some other seismic monitoring sites in being equipped with seismometers able to record seismic waves spanning a wide range of frequencies.

The essence of the technique used for the detection of the double explosion rests on the use of seismic waves from the explosions which travel almost vertically downwards before being reflected from the surface of the Earth's molten core back to the groups of linked seismometers at the monitoring sites.

This seismic wave has a particularly simple form because it crosses the internal layers of the Earth's structure almost at right angles, and is used as a yardstick for analysing the seismic waves travel-

ling directly between explosion and monitoring site.

Stewart and Marshall have used their analysis not merely to tell that the 1980 test at Novaya Zemlya involved two underground explosions, but also that they were probably about five miles apart and that the farther south of them released roughly a third as much energy as the other.

Marshall said yesterday that the most probable explanation of Moscow's decision to carry out two tests simultaneously is that it was concerned to make the most economical use of the testing site. Novaya Zemlya is remote, and inaccessible for much of the year. He acknowledged that publication of his analysis would serve as public notice that double explosions can be disentangled.

The origins of the technical developments on which the new analysis is based go back more than 10 years, when there were suggestions that simultaneous nuclear explosions at sites spread out in a line might be disguised as an earthquake. Marshall argued in 1976 that it should be possible to penetrate the disguise by using broad-band seismometers.

The present general interest is based on the prospect of comprehensive test-ban treaties that would allow limited testing under a quota scheme. Proposals along these lines were first discussed between groups representing the US and Soviet academies of science just over a year ago.

JOHN MADDOX

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PRINCIPLE OUT OF PLACE

As a general rule, the BBC and ITN policy of not showing untransmitted film to outsiders — even to the police — is right. But like all general rules it is not suited to every circumstance. There will be times when the seriousness of a crime, and the wider public interest, outweigh any threat to the independence of news organizations. This is one of them.

The refusal to let the police see material related to last Saturday's tragedy bears the marks of a sound principle applied too rigidly in a case to which it is wholly unsuited. As stated by various BBC and ITN spokesmen yesterday, the principle seemed to be twofold: television news must be seen to be independent, and the future safety of camera crews, covering events involving criminally violent people, must be protected.

Neither should be scoffed at. Concerning independence, there can be no general police right of access to a cutting room, or to a reporter's notebook, merely on the vague suspicion that previously undiscovered evidence might turn up. Television news, like any news service, is right to guard its independence of government and policemen.

But, whatever may be believed after the Stalker affair, Britain is a long way from being a state in which government and policemen are one and the same. For a news organisation to help in an exceptionally serious police inquiry is not in the same category in Britain as transmitting government propaganda, helping the government to deceive the public, or assisting the police in stifling dissent, functions which television performs in unfree societies. The television spokesmen's invoking of independence yesterday was entirely inappropriate to the matter in hand.

Furthermore, television news executives, reporters and camera crews are citizens first and news people second. Like all citizens, they are dependent on, and happy to accept the protection of, the legitimate civil power: the police and the rule of law. Television crews often could not go about their business without it. In many situations — on picket lines, for example — they are unwelcome, and rely on it for protection. This civil power could not function without the broad cooperation of all citizens it protects, including those who

comprise camera crews.

Admittedly, at Saturday's IRA funeral the cameramen had to submit to the authority of Sinn Féin and the IRA, who had been allowed to "police" the proceedings. But this was only because legitimate authority had temporarily — and in our view wrongly — been withdrawn. Had they come under attack, or been forcibly detained, the cameramen would very soon have looked to the police for rescue. That independent news organisations can somehow exist independent of the rule of law, and those who enforce it, is an absurdity. In reality, independent news organisations can only exist with the protection of the rule of law.

As for the safety of film crews, that is a legitimate concern of the BBC and ITN. Some cameramen and photographers behaved bravely in order to get their film out on Saturday. The IRA and Sinn Féin probably wanted the world to see the picture of the soldier brandishing a gun, but not the pictures of his subsequent fate. We owe it to the cameramen and photographers that the world saw both. But, again, the interests of camera crews — their continued ability to take the occupational risk of working in Northern Ireland — cannot outweigh the interests of justice or of society as a whole. If the BBC and ITN persist in their refusal, the RUC should apply for — and receive — the necessary court order, just as they should in the case of any other obstructive citizen.

Saturday's was one of those rare crimes some of the perpetrators of which, unknown to themselves, were caught on camera. Virtually the entire nation is crying out for those pictures to be minutely scrutinized by the police so that the murderers, and accessories to murder, can be identified and hunted down.

It was being said on behalf of the BBC and ITN yesterday that the untransmitted film lasts only for seconds and would not be much help, and that the refusal to make it available was to do with the principle involved. Let the police and the courts, acting on behalf of society as a whole, be the judge of what is helpful, rather than its being left to an interested party. And let the television news principle be superseded by a higher one.

MR TODD'S WILD RIDE

Mr Ron Todd is a hero of the far left. He is one of Mr Ken Livingstone's models of a good socialist. Possibly the people of Dundee — whose elected representatives once expressed their municipal principles by flying the PLO flag over their town hall — also still see him as a good socialist. He is certainly good at destroying opportunities for work.

Despite yesterday's rescue attempts for the proposed Ford plant in Dundee, and despite all the rightful expressions of indignation, there now seems scant possibility that Ford will reverse its decision to build its high-technology automotive components elsewhere. The refusal by Mr Todd's Transport and General Workers' Union to allow the peaceful agreement of an exclusive manning deal between Ford and the Amalgamated Engineering Union has moved more than a thousand jobs to some other part of Europe.

The decision, by the narrowest possible margin, of trade union leaders to back the single-union agreement is too little, too late and appears to have been interpreted thus by the company. Mr Todd may claim to have pulled back from the brink by allowing his representatives on Ford's national joint negotiating committee to reconsider its decision. But that is dependent on today's TUC General Council giving the single-union agreement the green light. It will also require a change of heart from the transport union's local officials, who also appear more concerned with winning an inter-union membership war than in anything else, even than stemming the decline in trade union membership as a whole.

To Mr Bill Jordan, president of the Amalgamated Engineering Union, the behaviour of his "fellows" has been an astonishing rebuff. To those who stand somewhat further

away from this squalid battlefield Mr Todd's preference for his union rule book over jobs for Scottish workers is a timely reminder of the still great power of militant trade union leadership.

The sad reality for both Scotland's unemployed and the trade union movement as a whole is that, faced with a company's decision to cancel a £40 million technology plant, 10 out of 21 of Britain's trade union leaders still refused to back the agreement. Mr Todd says jobs cannot be made at the expense of the blue book agreement, governing relations between management and the unions at Ford factories. And in this wild ride through the dusty dogmas of trade union socialism he had the support he needed to shackle a city's future.

The trade union's special review body is now belatedly considering the implications of single-union agreements and strike-free deals. The TUC can erase its monumental failure over the loss of the Dundee plant only by giving its backing to future deals. There is no longer time for any ifs or buts. If the TUC is to have a role to play in British industrial relations it must speak with one voice and back single-union agreements in whatever form.

To sign such a deal ought to be a success story for a union. The TUC may wish to consider that the Electronic, Electrical, Telecommunication and Plumbing Union recently signed a single-union, no-strike deal with an American-owned company, Chronar Limited, which had never recognised a trade union before — in the US or in Europe. A new report by the British-American Deal Review illustrates the importance that foreign companies now attach to single-union agreements. The alternative for the union movement is to be pushed to the sidelines forever.

ENTER THE PRESIDENT

It is a measure of M. Mitterrand's political skill that interest in the forthcoming French election has been centred for many weeks on the man who, until last night, had not even entered his name. His theatrical declaration, with just over a month to go before the poll, leaves him comfortably ahead of his rivals, as the most revered French President since Charles de Gaulle. But the hard part of his campaign is just beginning.

M. Mitterrand's great achievement has been to capitalize upon adversity. In the last parliamentary elections two years ago his Socialist party lost to a centre-right coalition led by his foremost neo-Gaullist rival, M. Jacques Chirac. This introduced an era of so-called co-habitation, in which the first Socialist President of the Fifth Republic had to work with a Conservative Prime Minister and make the best of it. "Co-habitation" (as the French press quickly re-christened it) seemed likely to pave the way for M. Chirac to enter the Elysée Palace two years later.

But it is the President, not the Prime Minister, who has derived most benefit from the experience. Leaving the day-to-day governance of France to the ambitious and hard-working M. Chirac, he has cultivated his other role as father figure — a President in the grand manner, above party politics.

By then refusing to enter his name as the fight for the Elysée Palace began once more, M. Mitterrand has won maximum advantage from his elevated position. Not only that, but by depriving his chief opponents, Messieurs Chirac and Raymond Barre, of a common enemy, he has obliged them to box it out between themselves. Last weekend's opinion polls showed the sitting tenant to move a muscle

to prove his point, while his rivals were fuming over his calm procrastination. It was on the basis of those reassuring figures that he presumably made his decision to join the battle.

Like that other presidential election across the water, it looks likely to be won more on personality than on politics. The French economy is performing reasonably well, with inflation running at only three per cent last year. Aside from M. Le Pen, of the National Front, who is unlikely to survive the election's first round on April 24, the main candidates represent the broad centre of French politics. Pragmatism, stiffened by a little principle, is the colour which all three are trooping round.

There is, however, the spectre of a constitutional crisis if M. Mitterrand wins again. M. Chirac has declared his wish to end "co-habitation". If he wins the election, this presents no difficulty, since a right-wing President will work alongside a right-wing Premier. He could also then call for fresh parliamentary elections, in which he would hope to increase the right-wing majority in the National Assembly.

But what might happen if M. Mitterrand wins? As the Socialists are unlikely to win any imminent parliamentary election, M. Mitterrand would hardly want to risk weakening his political position by calling for one. The inference must be that M. Chirac will either have to eat his words, or precipitate a fresh struggle for complete power.

Meanwhile M. Mitterrand has to descend to the level of party politics for at least a month. It promises to be the most difficult step he has taken for a very long time. How firmly he treads will determine the shape of French politics for seven more years.

LETTERS TO THE EDITOR

Obstacles to European harmony

From Dr Doreen J. McBarnet and Dr Christopher J. Whelan

Sir, In the recent debate on completion of the internal market in Europe by 1992, reference has been made to the example of the United States. While you cite it as the reason for scepticism in Britain regarding fiscal harmonisation ("Economic View", March 7), N. Patterson, MEP, appears to cite it to support the European Commission's proposals for "fiscal approximation" (letter, March 15).

Both points of view underestimate one of the central problems facing the harmonisation programme in Europe, a problem which is manifest in the US. Contrary to what Mr Patterson suggests, "shopping around" in the US is common practice, despite the great distances involved. Indeed, in an increasingly global economy, distances become more and more irrelevant.

This shopping around has become known colloquially as the "Delaware effect". Delaware has a more relaxed fiscal and corporate regime than other states. The result is that many US companies actually operating elsewhere register there. Only one major US corporation operates in the tiny state of Delaware, but 56 per cent of the largest 500 US corporations are incorporated there. If this is not shopping around, what is?

If the harmonisation programme in Europe does not

effectively prevent variation in regulations and practices in member states, loopholes will be exploited in the same way. This is no abstract fear. Concern has already been expressed about the lack of minimum capital requirements in UK company law.

European companies can avoid the requirements in their own countries by establishing a company here for the sole purpose of creating a subsidiary to operate domestically. There is also currently a case before the European Court of a French company refusing to disclose accounts on the ground that its German and Italian competitors were not required to do so.

The harmonisation programme is thus faced with a tantalising problem. On the one hand, the fundamental objective is to enable companies in the community to become more competitive at an international level. Yet it is precisely the drive for a competitive edge in the market which leads to the creation and exploitation of loopholes and devices, of which the Delaware effect is a prime, but, as our current research shows, by no means solitary example.

Yours faithfully,
D. J. MCBARNET,
CHRISTOPHER J. WHELAN,
University of Oxford,
Wolfson College-Legal Studies,
Wolfson College,
Oxford,
March 18.

Argentine link

From Mr E. P. Carlisle

Sir, Sir Rex Hunt (March 12) is again encouraging the Falkland Islands Government to maintain hostility to the Argentines against the strategic and trading interests of this country and our historical good relations.

Contrary to his assertion of no material trade or contacts between the islands and Argentina before 1982, all oil and fuel supplies were bought from Argentina. Many islanders went there for medical operations and could take a holiday using the weekly air service at £50 return. Few can afford £1,000 to this country and few have relations here. Also cattle and sheep were shipped to Chile and Argentina intermittently over the years.

Having been assured by the Foreign Office that our Government wished to promote trade with South America, this company has tried for three years to ship sheep from the islands, where 10,000-20,000 are wastefully destroyed each year, to the mainland but has been prevented by the refusal of the Falkland Islands Development Corporation to give any financial support from the £30million they received from the British taxpayer for just such development projects.

Without an export market for meat or livestock the islands' farms are deteriorating through keeping too many old sheep till

they die, and far too few cattle, which are essential to improve the grazing for the sheep by eating the large percentage of grass which grows too long and coarse for sheep and so goes to waste, or is disastrously burned, causing peat fires.

Yours faithfully,
E. P. CARLISLE, Director,
E. P. Carlisle & Co Ltd,
Penryn Road,
Hay-on-Wye,
Hereford and Worcester.

Plea for animals

From Mr Edward Thorpe

Sir, In a street market recently, in Torrevieja, on the Spanish Costa Blanca, I saw at least 50 songbirds crammed into a cage that would have been small for one. In another small cage dozens of baby ducklings and day-old chicks were scrambling and trampling over each other in an attempt to find a resting place.

Uncountable numbers of goldfish were jammed almost solid in a bowl with a diameter of no more than 10 in. A live rabbit, with its feet bound, was pushed into a shopping basket along with the groceries.

Now that Spain is a member of the EEC there is no law or regulation that can put a stop to such casual cruelty?

Yours faithfully,
EDWARD THORPE,
42 Jacksons Lane, N6,
March 11.

Prisoners' rights

From Mr A. T. A. Edwards

Sir, Solicitors in London will be relieved that you have given some substantial publicity to the use of police cells for remand prisoners (reports, March 11, 12, 15). This can no longer be considered a temporary aberration. It has become a regular feature of the criminal process in London and Government must at last face up to its responsibilities.

In the meantime urgent steps are necessary to facilitate visits by doctors, probation officers and lawyers who are concerned with particular defendants. Every prisoner must surely be entitled to a telephone call to advise his lawyer where he may be found. Doctors

must be allowed access to police cells if that is the only way in which reports can be obtained, and if necessary the Legal Aid Fund must pay the additional cost.

Members of this association are gravely concerned by the loss of rights and the appalling conditions which incarceration in police cells involves. Government should at least be concerned by the additional costs as cases are unnecessarily remanded and delayed.

Yours faithfully,
ANTHONY EDWARDS
(Honorary Secretary, The London Criminal Courts Solicitors' Association),
Park House,
29 Mile End Road, E1,
March 15.

War memorials

From Mr J. A. Bruce

Sir, The plea of the Director of the Imperial War Museum (March 5) for a national inventory of war memorials is timely, especially in view of the approach of the 70th anniversary of the 1918 armistice. It deserves fuller support than that given to the museum's appeal (report, *The Times*, January 21, 1922) for photographs of all memorials erected in various parts of the UK and the colonies, together with the date of unveiling, name of designer, and other interesting details.

The resulting collection is valuable, and the staff of the section responsible for it extremely helpful, but it is, alas, incomplete. Examination of *The Times* index for the years 1918-1926 and beyond gives some indication of the vast extent of activity during the "war memorial" era and, of course, by no means all local memorials were mentioned in your pages.

Electronic tags

From the Director of Nacro

Sir, In his article, "A non-prison package" (March 7), John Patten makes a number of points which will command general agreement among those working with offenders. It is encouraging to see a Home Office minister argue the case for non-custodial measures so powerfully.

It is unfortunate, however, that Mr Patten begins and ends his article by attacking Nacro and the Howard League for opposing his suggestions that curfew requirements, monitored by electronic "tagging" of offenders, might help to reduce the prison population.

The experience of recent years shows that giving the courts additional non-custodial measures is no guarantee of a reduction in imprisonment. Indeed,

When the database is established, I hope it will include information about architects, sculptors, builders etc, and the location of any relevant records, especially minutes and reports of war memorial committees, where these exist. The admirable studies we have of war memorials do not aim to deal fully with the mass of local First World War memorials which, as A. J. P. Taylor once pointed out, "present a curious picture of popular taste which has never been studied".

Some detailed examination of these — their origins, interconnections, local discussion about them — is overdue. Local history societies, archaeological societies and perhaps branches of the Historical Association are well placed to encourage such research.

Yours faithfully,
ALEX BRUCE,
Knoll Bank, Damage Lane,
Upton, Chester,
Cheshire,
March 7.

curfew requirements were introduced for juvenile offenders in the 1982 Criminal Justice Act. The fact that they are imposed on only around 10 juveniles a year suggests that it is not Nacro which lacks realism about what the courts will accept.

We do not "simply dismiss" electronic monitoring as "degrading" without having thought it through. We have carefully examined the experience of the USA, where only a small proportion of offenders has been judged socially stable enough to be "tagged". On the evidence, tagging seems more likely to displace existing non-custodial penalties than to divert substantial numbers of offenders from prison.

Yours faithfully,
VIVIAN STERN, Director,
National Association for the Care and Resettlement of Offenders,
169 Clapham Road, SW9.

Chance for youth in small business

From Dr A. C. Copisarov

Sir, The Government's "Action for Cities" programme is a departure from the past for it will command a four-year budget of £12 billion, whilst delegating to others — without abdication over-all responsibility — tasks best done by others.

Ten years ago, after a loss of 15 per cent of all jobs in the big industrial cities in a decade, the Urban Programme was introduced and attention then turned to the interests of small businesses. Large businesses, more or less independently at first, recognised their own social responsibilities.

The multi-faceted enterprise agency movement was born and momentum gained when the professionalism and leadership of more company chairmen was attracted, notably under the auspices of Business in the Community. The voluntary sector paid most attention to the needs of individuals.

The measure of success of all endeavours, as seen nationally, is the cumulative effect. But locally it is perceived as the impact on individuals who are seeking to improve their own lives and their immediate neighbourhood. To achieve success budgets, whatever their size, must be used productively. Quantity is no substitute for quality.

Not many are as successful as the young woman three years ago given advice and £1,000 for milk-testing equipment by the Prince of Wales's Youth Business Trust, who now has an annual turnover of more than £3 million. Yet, under this trust alone, with its 2,000 experienced volunteers, 4,000 small businesses in 23 regions of the country have been set up — and most are prospering. The young people selected and advised lack experience in preparing business plans and judging risks, but they do have "street sense", courage and determination and a profound influence on attitudes in their communities.

We know that many more are capable of setting up and successfully running their own business than get the chance. Each year an additional 20,000 at least in the 18-25 age group wish to do so but cannot. Some of them are disadvantaged; one fifth have at least one A level; but through some literacy and numeracy is needed, the record shows that the potential for wealth creation is independent of intellectual potential.

The voluntary sector could do more. Even if the Prince's Youth Business Trust, for example, were to continue to grow at over 40 per cent a year, as it has over each of the past six years, it would take a

Child witnesses

From Mr J. R. Spencer

Sir, In Parliament, the Government is resisting the introduction of videotape of early interviews with child witnesses as evidence because it might worsen courtroom stress. It would lead, they fear, to vigorous cross-examinations to show minor discrepancies between the tape and the courtroom testimony.

But this problem is with us already. The defence may use any previous inconsistent statement a child has made in order to trip her up in cross-examination. If it is on videotape rather than in writing, so much the better for dramatic effect.

In fact the present rules of evidence encourage this. In court the child must repeat without help the story she originally told the police months earlier. As memory fades with time and stress impairs recall she probably forgets some bits of it and muddles others; and then the defence can take her apart on the discrepancies between this and her original statement.

If the prosecution could use a videotape of the original interview to help the child to tell her tale the damage the Government fears this change would cause would often be prevented.

Yours faithfully,
J. R. SPENCER,
Selwyn College, Cambridge,
March 19.

Mark of distinction

From the Clerk of the Feltmakers' Company

Sir, I was delighted to read that your correspondent, Mr T. Edward Bevin (March 16), was treated with such respect for wearing a bowler hat. Among our distinguished past masters is Mr John Bowler, whose family gave their name to the hats which they made.

Perhaps hats are in for a comeback. I certainly either wear a felt hat or a homburg and find them comfortable and convenient (the homburg being warmer and so more appropriate for the cold spells). Certainly, our 225 liverymen in the hat-making trade would welcome a renaissance.

The correspondence seems particularly apt since it was at the Armada parade in Tilbury exactly 400 years ago that our members first came to the attention of Queen Elizabeth, who was so struck by the tall gentlemen watching her progress that she decided that they must be known in future as "gentleman journeyman feltmakers".

Is there a moral there somewhere? Yours faithfully,
RICHARD PEEL, Clerk,
The Worshipful Company of Feltmakers of London,
10 Carteret Street,
Queen Anne's Gate, SW1,
March 16.

further seven years before it could fully cater for its own age group.

Many firms have contributed money and seconded staff. The Government has recently begun to match some of these donations on a pound-for-pound basis. It has also helped the young directly through the Enterprise Allowance Scheme and considerably improved training facilities through the Manpower Services Commission.

The most cost-effective schemes should be enabled to do more. One per cent of the Action for Cities budget could dramatically accelerate results. Without intervening in the management of voluntary organisations, a more careful monitoring of performance would be needed — the survival rate of business start-ups, the cost per job created, and success in attracting funds (including the EEC's European Social Fund) — to identify the most successful practices and means of recognising and launching those individuals prepared to help themselves.

Yours faithfully,
ALCON COPISAROV
(Former Chairman, The Prince's Youth Business Trust),
25 Launceston Place, W8,
March 22.

ON THIS DAY

MARCH 23 1871

The Franco-German war ended in February, 1871. On this day the National Assembly voted for removal to Versailles. Extreme republican adherents formed a committee and proclaimed a commune in Paris, plunging the country into civil war. On This Day, March 30, 1871, it was not until 1879 that the government returned to Paris.

FRENCH NATIONAL ASSEMBLY

(From Our Special Correspondent.)

VERSAILLES, March 21. The meeting of the National Assembly yesterday will be memorable. The circumstances under which the representatives of the nation came together were more than extraordinary. Not only were the issues they were called upon to consider of the gravest moment to the country, but there was great doubt as to whether their Council Hall might not be invaded by armed bands intoxicated with success, and assuming to themselves the power of life and death over all who dared to question their behests. Up to Friday evening Versailles had been for more than a week a city of the dead. I came down from Paris on that day to see what preparations were being made for the holding of the Parliament of the French nation. A more dreary town I never set foot in than it was then. The Prussians to a man had departed; the French inhabitants of the better class had not come back. In ordinary times the city is one of about thirty-five thousand inhabitants, if I remember rightly. Where were they last week? The streets were deserted by civilians. I met a few French soldiers slinking about with their hands in the pockets of their capacious red trousers, but there were no customers in the shops, no promenaders in those great avenues which run at right angles with the Champs, and the immense Hotel des Reservoirs, with its many courtyards and its impossible layout, met a few French soldiers slinking about with their hands in the pockets of their capacious red trousers, but there were no customers in the shops, no promenaders in those great avenues which run at right angles with the Champs, and the immense Hotel des Reservoirs, with its many courtyards and its impossible layout, met a few French soldiers slinking about with their hands in the pockets of their capacious red trousers, but there were no customers in the shops, no promenaders in those great avenues which run at right angles with the Champs, and the immense Hotel des Reservoirs, with its many courtyards and its impossible layout, met a few French soldiers slinking about 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01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

PA/SENIOR SECRETARY

GUILDFORD

£12,000

PLUS FINANCIAL SECTOR BENEFITS

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Apart from audio typing on our Wang word processor and telephone work, your duties will cover general office organisational tasks including client billing, basic book keeping, and the production of monthly statistics. Assistance on ad hoc marketing assignments will also be required.

Ideally you should be educated to at least 'A' level standard, be numerate and have several years' experience at a senior level. You should be cheerful and have the confidence and maturity to deal with clients and staff at all levels.

We occupy new, modern offices opposite Guildford station and offer a competitive salary, with a generous benefits package including: concessionary mortgage, profit sharing, free medical insurance and non-contributory pension.

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With over 1,400 owned and representative offices in more than 150 countries throughout the world, we are one of the world's leading travel and financial service organisations. Further success is our goal.

Secretary
Vice President Finance
West Germany

Our vice president plays a vital role in our company. We are looking for a super secretary for him.

We are looking for a person who really understands her craft - perfect shorthand, spotless typing and word processing. She must be bright, flexible and absolutely discreet. She should have a good working knowledge of German and enjoy working in a team.

If you feel you can fulfil these requirements and sincerely wish to make your career within a successful international company in West Germany, please send full personal details (photo, curriculum vitae, references, salary requirements) to our personal director.



American Express International, Inc.
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DOUBLE BUBBLE!

Two bright lively secretaries are needed urgently by a fun young and very successful Mayfair ad agency group. Lots of variety, shorthand + wp.

A PARADOX £13,000

A busy, hardworking but fun, easy going informal group we are told of the management team at a major city merchant bank. Lots of organising but minimal correspondence. Shorthand - great benefits.

SECRETARIES PLUS

£13,500

Mix your shorthand, audio and admin skills up, add your love of people (clients) and professional background and you have the recipe for success as PA to the Senior Partner with large City firm.

OFFICE SUPERVISOR

You are a good organiser - capable of supervising staff and setting up systems as well as maintaining offices and purchasing equipment for a major company. Typing useful, age 25+.

select' APPOINTMENTS PLC

SH. SEC - WP
£11,000 +
Package
Do you relish the challenge of working to deadlines? Your mature and committed approach will be rewarded by lots of involvement and an excellent benefits package.

PA - PARIS
£13,000
Fine Benefits
Are you young and adventurous? If so, you could be one of two secretaries who are required immediately. Fluent French essential. Possibility of three year contract.

PERSONNEL ADMINISTRATOR
£10,500
A career in personnel? Provide admin and secretarial back-up for Support Staff Personnel. Your ability to react quickly and efficiently is your springboard to success.

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£12,000 +
Your previous legal experience and flexible attitude will ensure variety with this friendly, prestigious partnership. Superb package awaits your call.

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10 Wigmore St. London W1M 9DA 01-637 3822
41 St Mary Ave. London EC3A 8AA 01-253 6984
36-38 Queen Victoria St. London EC4N 4SS 01-236 3146

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Your enthusiastic, dynamic personality will enable you to act as right arm to the Director of this new division in a rapidly expanding, successful executive search consultancy. Ideally, you will have worked at Director level in a personnel-oriented capacity. You will be responsible for setting up interviews, liaising with clients

and coping with a pressurised diary schedule.

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ENHANCE THIS CHAIRMAN'S INTERNATIONAL PRESENCE

From administering the Chairman's personal arrangements to making reservations for the company helicopter, this role will offer you broad ranging responsibilities. As Secretary for this international SW1 based company, you'll help promote world-famous brands. Keeping close links with overseas affiliates will develop your liaison, shorthand and keyboard

skills. An integral member of a small team, you will be assisted by a junior whilst supporting the busy PR Manager.

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SENIOR SECRETARIES

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Consultant Administrator
Kensington

PRESTIGE & COLLECTIONS is a wholly-owned subsidiary of L'Oréal, Europe's leading beauty products company. Our portfolio of fine French fragrances includes Guy Laroche, Drakkar Noir, Cacharel, Polo by Ralph Lauren and Paloma Picasso.

We need a well-organised self-starter to provide centralised administrative support to our expanding team of consultants, who are based in major stores throughout the UK. Acting very much as their Head Office 'interface', your responsibilities will include producing sales reports, calculating commission payments, monitoring holidays and sickness, arranging temporary cover and organising the staff discount scheme. So it is a demanding role, which will involve lots of telephone liaison.

Ideally, we would like to meet someone with sales support experience in a large company or similar industry using micro-based reporting systems (preferably Lotus 123). You will certainly be a strong communicator full of new ideas and able to work on your own initiative. A good academic background would be preferred.

If you would like a stimulating career with a successful international company, write to BRENDA MORGAN today, telling her what makes you right for the job, at L'ORÉAL, 30 KENSINGTON CHURCH STREET W8 4HA.

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PERSONAL ASSISTANT/SECRETARY
To Chairman of Established Property Company
Salary Circa £14,000

A challenging role for an intelligent and well presented individual. The successful candidate will provide a full supporting role for the Chairman and a flexible approach to work is therefore essential.

We are seeking an experienced and self motivated secretary who can demonstrate, through their career to date, their ability to accept responsibility, use their own initiative and discreetly handle confidential information. Fast accurate audio/W.P. is necessary.

You will be working within a small, highly motivated management team, in an excellent working environment in prestigious air conditioned offices, overlooking the Thames in Battersea.

For further details please call Julie Foster on:

01 350 1000

or write to her at:

Skillion plc,
1 Battersea Bridge Road,
London SW11 3BG.

ACP Scope exists to become a Consultant/Account Executive with 12 months and long-term opportunity for travel.
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SECRETARY/P.A.
£8,500-£10,000 PLUS BONUS

We invite applications from candidates aged 18-26 with shorthand, accurate typing and good presentation to work for this leading City based recruitment consultancy. The ability to communicate at all levels and liaise with key clients and candidates is essential plus an organised, practical approach and a cheerful, flexible personality. Applications in strict confidence under reference SPA/325/TT to the Managing Director:-

ADMINISTRATIVE & CLERICAL PERSONNEL LIMITED
(Recruitment Consultants),
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Telephone: 01-588 3588 or 01-638 0680
Telex: 887374. FAX: 01-256 8501

ANTHONY COOK BUREAU
Recruitment Consultants
IF YOU CAN IMPRESS US ...

We'll impress you - with an offer you can't refuse.
Problem: We need top-class temporary and permanent secretaries with excellent word processing skills, but the demand exceeds supply.
Solution: We will sponsor selected applicants to be properly trained in one of the leading WP programs, entirely at our own expense.
This is not the usual half-hearted offering, but the same intensive, 3-day individual course arranged for leading companies all over the country by our sister company, Anthony Cook Associates.
We are also very interested to hear from WP secretaries who are already trained in DISPLAYWRITE 3, MICROSOFT WORD, or WANG, as we have IMMEDIATE TEMPORARY VACANCIES.

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The place for TOP Office temps

Our City and West End offices stay open later Wednesdays, and Thursdays.
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Tasteful Temping ...

No hassles. No let-downs. Just plain, simple high grade temping.

A tasteful package of top jobs, elite rates and thoroughly professional service.

If you have sound skills and experience, you should be talking to The Work Shop.
Telephone Sue Cooke on 01-409 1232.

Recruitment Consultants
to the Communications Industry



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RECRUITMENT



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GUYAN PRESENT
LONDON W1

PERFECT PA
£15,000

Our client, the newly appointed Managing Director of an international company, with lovely offices in the West End, is looking for a young, dynamic, Secretary/Assistant who can help him with management projects, liaise with directors about on-going business and attend meetings with him (80% secretarial). Lots of possibilities for someone young, looking for a job that is totally involving. Ages c.22. Speeds 50/60.

WEST END
£14,000
TEMP-TO-PERM

Young, expanding company, flexibility and prospects. WP experience required.

Please call us for an interview until 6.00pm.

LONDON BRUSSELS

Top of The Tree
£15,000

The senior partner of this large progressive city firm needs a PA who can efficiently organise his office, particularly in his absence, liaise with clients on his behalf and act as the link between him and the rest of the firm. This is a demanding role which would suit someone who is used to and enjoys the prestige of working at senior level and handling confidential information whilst also being at the sharp end of a successful commercial practice. Educated to 'A' Level you will have a calm confident personality with previous experience in a large commercial environment. Age: 28-42 Skills: 100/70

RECRUITMENT COMPANY
01-831 1230 3 GARDICK STREET WC2E 9AR

SECRETARY/ADMINISTRATIVE ASSISTANT

TO DIRECTOR OF PERSONNEL & ADMINISTRATION
The above vacancy exists within a publishing house for a secretary of good education. The secretarial aspect includes audio and shorthand, accurate and fast typing, and experience of wordprocessing. A good telephone manner is also essential. In addition, the person should be someone with keen initiative and a willingness/ability to take responsibility for on-off administrative projects.

The Publisher Group Limited is situated at Bullock House, 1-3 Pemberton Row, London, EC4P 4HL, but the company will be relocating to the Docklands Development in late 1988/early 1989. Please direct enquiries to: Mr. Mark Kendall, Personnel Manager, at the above-referenced address. (Tel. No. 01-353 2300)



Leading Communications in Publishing and Property

MAYFAIR BASED
PROPERTY COMPANY

HELICAL BAR PLC requires experienced PA/Secretary for Investment Surveyor. IBM Word Processor (will train)

Sense of humour essential plus

Ability to work on own initiative 4 weeks holiday - Top Salary

Lisa Marston - 01-629-0113

(no agencies)

PA/SEC TO
NORMAN FOSTER

1st Class PA/Sec required for International Architect - Norman Foster. Position requires high standard WP and shorthand skills, but equally important is the ability to be flexible to cover a wide range of his private and personal interests. A varied, exciting and never dull job for the right person.

Age 25-35. Driving licence an advantage. Salary negotiable.

Please apply in writing with CV to:

Janet Procter,
172 Great Portland Street,
London, W1N 5TB

JOHN D WOOD & CO.

SECRETARY/
RECEPTIONIST

Required for Chelsea Office of leading Estate Agents. Bright, enthusiastic, with good telephone manner, typing and knowledge of Word processor.

Please contact

Catherine Rawson on:

01 352 1484/7701

The Language Specialists

EUROLANG?

GERMAN TRAVEL
Bilingual Admin Sec with audio and ability to liaise with passengers is sought by this Int'l Travel organisation. To be successful you must be able to speak and write in both languages. For more details, please call us on 01-248 3404/3329.

La Direction de cette institution financière dans la Cité de la Banque de France est en recherche d'une secrétaire bilingue (français/anglais) capable de gérer les affaires courantes. Les candidats doivent être âgés de 25 à 40 ans. Salaires: £12,000.

RUSSIAN TO GO ITALIANO!
Move into the fast lane as the Italian Bilingual PA (SH ess) to the MD of the W1 Int'l Co. An inspectable Sec background, dedication and presentation are needed for this top post. 25 - 35. To £13,000 + package.

MERROW

Employment Agency
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RECEPTIONIST

Crawley

£11,000

Crone Corkill

RECRUITMENT

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

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DRAKE PERSONNEL

LAUNCH THE STARS!!

£11,000+
Fatal attraction - enjoy running a production team, have fun, meet exciting people and make money! Liaise with bright, successful people at this renowned progressive team. Typing, shorthand and word processing skills are essential combined with true professionalism. For an early interview, don't hesitate.
Call Lavaine Sheeh on 01-734 0911

EXHIBITION ORGANISER

£9,000++
Unequaled benefits including STL, bank holidays plus, expenses paid and profit share scheme are yours when you work for this famous organisation. Enjoy unlimited prospects in return for your hard work at this lively company. Your org. skills and ambition will take you to the top.
Call Virginia Deyong on 01-629 4031

FRONT LINE COMMUNICATIONS

£10,500
Join this team based in West End offices and gain unbeatable experience in the world of public relations. Organise and attend press receptions, maintain photographic records, keep press cuttings up to date and learn while you earn. Fast typing and quick fire mind essential.
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Enjoy lavish new offices as secretary with super WP/audio skills to the manager of an upmarket merchant bank. This branch is newly opened hence plenty of real prospects for office management. Begin by organising your boss's day and quickly progress.
Call Liz Bloom on 01-834 0388

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£15,000+
Do you thrive within a professional, hectic consultancy? Do you welcome the chance to develop your client rapport? Are you hungry for success? If so, accept responsibility, training and develop your potential for excellence as one of our team of city consultants.
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£11,000
Enjoy fantastic discounts on your holidays and flights when you take advantage of holiday concessions in many exotic countries. All this and more can be yours as PA secretary to a top director of this young friendly travel company. Your shorthand and numeracy skills essential.
Call Tracie Silk on 01-734 0911

TRAVEL

£11,000
Your warm personality will go down a treat with this food promotions company. Travel to the regional offices and learn the business as you attend meetings. Enjoy creating your role and become involved in a busy and varied day. Shorthand and driving licence essential.
Call Sheila Bates on 01-834 0388

FRONT PAGE NEWS

£10,000
A flexible personality will be the key to your success with this top publishing co. Utilize both secretarial and administrative skills to achieve your own goals and claim your rewards. Excellent salary together with every opportunity to further your career. S/H and typing needed.
Call Sangeeta Punj on 01-221 5072

CAREER IN ENTERTAINMENTS

£9,000
Make a move to an exciting new role within this expanding entertainment co. They seek a young secretary who wishes to be involved in a variety of projects, including travel, lunches, meetings and conferences. Outgoing bubbly personality with sound secretarial skills.
Call Sangeeta Punj on 01-221 5072

INTERNATIONAL COMMUNICATIONS

£12,000
This prestigious PA position offers you the excellent opportunity to learn about marketing and to deal with contacts from all over the world. Handle visas, tickets, extensive itineraries and enjoy lots of research and become involved with current projects.
Shorthand essential.
Call Fiona Campbell on 01-734 0911

Be seen with the right company



Trapped in the Job Jungle?

If the choice of job opportunities seems confusing we can help with sound, unbiased advice. Tell us what interests you and what your skills are and we will help you find your way out of the jungle into the perfect job. If you have no time for interviews, pop in after work this Thursday 24th March between 5 and 7pm for an informal chat and a glass of wine.
Grafton House, 2/3 Golden Square, London W1.
(nearest tube: Piccadilly or Oxford Circus).
437 6032
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131-3 Cannon St, EC4. Tel: 626 8315

SMART INVESTMENTS £14,000
Young Chairman seeks Secretary who wants responsibility and excellent benefits. You know this job will pay dividends.
Ref: A15/04/0315

LEGAL DECISIONS £11,000
Your brief will be to get fully involved in a Solicitors' practice where good presentation and Secretarial skills are vital evidence. Ref: C17/12/0315

Challoners

CONFIDENTIAL £12,000
Looking for a Senior Secretarial role with decision making responsibilities? You will thrive in a position featuring confidential information. Ref: A13/02/0310

NOT COMING TO £1,000
Your excellent skills will flourish in a City environment, where a quick thinking Secretary will be highly rewarded. Ref: B15/03/0310

19-23 Oxford St, W1. Tel: 437 9030

ONE TO ONE £12,500
Plenty of initiative, totally irreplaceable, confidence, diplomacy, honour - in fact sheer brilliance for a Senior Secretarial position. Ref: A22/04/0300

COMMUNICATE £12,000
Speak up if you want to work for two gifted Directors and get completely involved in this Media business as a PA Secretary. Ref: A18/02/0300

22 Wormwood St, EC2. Tel: 638 3846

185 Victoria St, SW1. Tel: 828 3845

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EXECUTIVE ASSISTANT £12,000
Assist the MD of this busy expanding company and run your own show. Liaise with clients, organise travel and research into competitors' activities. A true PA position for someone who thrives on challenge, initiative and a fast pace. WP and shorthand skills essential.
Call Liz Drake on 01-734 0911

DRAKE PERSONNEL

STOCKS + SHARES £11,000
Learn about the most exciting world of buying and selling of gold, commodities and shares. Assist the MD of this international company, liaise with clients and get totally involved in the busy but rewarding stock environment. WP and Audio skills essential.
Call Liz Drake on 01-734 0911

DRAKE PERSONNEL

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Enter the creative world of Interior Design and furnishings and manage the day to day running of the world's leading interior design company. All this and more can be yours in this exciting opportunity with a trendy, up-to-date company. Your S/H skills would be an asset.
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Looking for responsibility and the means to move into management? This international company offers challenge and variety in prestigious offices and a go-ahead environment. Excellent benefits including social club, travel opportunities, P/P, Pension and LV's. Shorthand and WP please. For superb prospects, call Sue Lindsay on 01-834 0388

Be seen with the right company

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A unique opportunity for an experienced P.A. (with 30/50 skills) to become totally involved in an exciting new music venture assisting the industry's star-maker! A bright, outgoing personality. Age 25+
Typing 80wpm.

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A fascinating role as assistant to the Marketing Director of this T.V. company. Press or promotional experience essential. Initiative, vitality and terrific sense of humour. Age 21+
Typing 80wpm.

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Assist the MD of this hugely successful American cosmetics House. Challenging position with great prospects for born organisers with excellent 90/80 skills and lots of energy. Age 25+
Typing 80wpm.

Handle Recruitment

10 New Bond St, London W1
01-493 1184

CITY SECRETARY 23+

This international Property Company are looking for a Secretary with the ability to do both shorthand (80 wpm+) and audio, principally to work for Directors on a 'floating' basis. The job will be varied and interesting and also rewarding for an experienced secretary who enjoys working in different aspects of property rather than in one specific area. You should have WP experience (will X train), have plenty of common sense and above all, you should be flexible and able to communicate and get on with people at all levels. We offer a good salary package plus excellent perks. Please send your CV with salary expectations and daytime telephone number to:
Mrs Jane Percival
Debenham Tewson & Chinnocks,
44 Brook Street,
London W1A 4NA.
(No Agencies)

DIRECTOR - ADVERTISING £11,000 - W1

Deperation has set in, this busy man needs a right hand. Your responsibilities will range from organising overseas conferences to ordering stationery. This position offers great involvement and a real insight to the world of communications. Age 22+, skills 80/50.
If this does not solve your puzzle, ring us anyway - we have many other interesting jobs available.

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OXFORD CIRCUS

WINNING PERSONALITY

Receptionist - to £13,000
Highly successful publishing company based in superb offices in South Kensington requires a first-class person to run their very busy reception area. Your poised, friendly manner and ability to work under pressure will enable you to successfully operate an extremely busy switchboard, meet and greet visitors and project that vital first impression. The ideal candidate will be well spoken, immaculately presented, have a warm-hearted approach and sound office experience. Age 35-40. Please call 434 4512.

Crone Corkill RECRUITMENT CONSULTANTS

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P.A. TO GENERAL MANAGER UK & EIRE
A P.A. with first class secretarial and administrative skills is required to work to the U.K. General Manager of the world's leading containerised shipping company.
Your duties will include the organisation of this busy office, particularly in the frequent absence of the Manager and co-ordination of events such as visits by UK & European Management and marketing functions. The ability to deal confidently with staff at all levels, together with initiative and an outgoing personality are required.
Good salary and usual large company benefits are offered. Please write with full c.v. including day telephone number to: Sue Evans Personnel Manager, Sea-Land Containerships Limited, 150 Holborn, London EC1N 2NS.
NO AGENCIES PLEASE

DIRECTORS' SECRETARIES

PERSONNEL - up to £15,000
A varied role encompassing personnel, PR and property is offered by company with high profile in its field.
You will work fast and hard and be at the forefront of the business.
Speeds 100/60 Age 25/30
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Managing the office and helping the Group Secretary is the brief in this well-known property company.
The art of communication is needed here together with good administrative skills.
Speeds 100/60 Age 30/35
01-629 9320

MOVE INTO MARKETING £12,000

Join the UK Marketing Manager of this very successful company and use your marketing skills to the full. Organise meetings, liaise with clients and enjoy masses of variety. Beautiful new well equipped offices. 55 wpm typing and WP ability needed.
Please telephone 01-488 0247
Early/late appointments arranged

Elizabeth Hunt RECRUITMENT CONSULTANTS

18 Grosvenor Street London W1

£20,000

Are you a truly bilingual secretary with either French or Italian? If so, the President of an international trading company could be interested in you. Based in a luxury private house, you will be meeting with eminent international figures or clients taking in high-level meetings, as well as being called upon to prepare reports in 24 hours or arrange haute cuisine menus for 20 VIP guests at short notice. If you are tempted by a challenge that requires high commitment, a quicksilver mind and an energetic approach, offering excellent financial rewards in return, please contact us.
Age 22 - 35
Skills 110/70
408-1461
ANGELA MORTIMER

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TV ADMIN £8,500
A secretary/assistant is needed in help the MD of a large advertising Agency to help with the day to day running of the agency, although a good College Level would suffice. Please ring immediately.
London Town
25 Abchurch Lane
19 Broad Court, Drury Lane
Tel: 01-353 1024

SECRETARY/PA

Competent, articulate and numerate person, 23-35, required to organise Head Office of international printing company. Good speeds and word processing ability. Hours 9.00-6.30.
£12,500.
Ring 499-2982
Camilla or Simon

TOUR OPERATOR

PA to MD, 20-35, Hendon based. Audio/telex, handle correspondence independently and assist brochure production. Some overseas travel. £11-14,000 pa (inc perks) a.s.a.
Tel: 01 387 1160

PA to MD

£13,500 - Marketing
Our client, an international Marketing consultancy, serving both the private and public sector, offers an excellent career opening for a forward-thinking, highly articulate self-starter. Working alongside their charming, courteous MD in a full support role you will be liaising with VIP's, co-ordinating office admin, maintaining busy diaries etc. Excellent opportunity to undertake future research projects and other areas of responsibility. Initiative and confident skills (90-60) essential. Age 23+. Call 01-493 5787.

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CONTINENTAL CO-ORDINATOR

French/Spanish
A young and lively firm of City based Investment Managers requires an energetic PA/Wonderperson to assist and support two of their charming and dynamic managers to succeed in their varied and pressurised role. If you are interested in finance, would like to use your good French and/or Spanish and you are not only numerate but also have good secretarial skills, then we would be delighted to hear from you. Age range 23-30. Salary £13,000 + mortgage subsidy. Please call 588 3535.

Crone Corkill RECRUITMENT CONSULTANTS

KNIGHTSBRIDGE SECRETARIES

RITZY RECEPTION
We have a variety of reception/secretarial vacancies in the West End and Knightsbridge. Some need typing and some a knowledge of word processing. All require immaculate presentation and communication skills and salaries vary from £10,000 - £10,500 according to age and skills. Is this what you've been waiting for?
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WEDNESDAY PAGE

These women are DMPs. Do they really feel overlooked, insecure, depressed and stressed?



Are the rich indifferent? Lining up from the left: Susan Sangster (Mk II), not first, but foremost; Nancy Reagan, second wife though undoubtedly First Lady; Jerry Hall takes Mick Jagger's extended family in her stride

Alex Goldie is a mild, cheerful, tolerant sort of chap. But a great many women are very angry with him. First wives, to be exact. Goldie has been studying the problems and stresses of second wives and has come to the broad conclusion that their predecessors are the cause of a lot of distress. He also says that second wives are, on average, younger and better educated than first wives.

Goldie is chairman of the Divorce Law Reform Association as well as a researcher working with the Cranfield Institute's department of social policy, where he interviewed 102 women whom he endowed with a new name — DMPs, or Divorced Men's Partners. This is a term that can describe women who have never been married as well as women who have, and also women who are second and third wives. He himself lives with a DMP following his divorce.

These DMPs tend to feel that their needs are overlooked and ignored, which is why his report, part of a thesis for the institute (and the subject of his forthcoming book), is called *The Invisible Woman*. The law treats DMPs unfairly, Goldie says, and society tends to regard them as scarlet women who leave a lot of impoverished single families in their wake. "There is little sympathy for the

financial hardship suffered by second wives," wrote one respondent. Another said of the judiciary and people in general: "They are oblivious to my existence and ignore my needs and those of my children."

These feelings have negative effects, according to Goldie. DMPs suffer from alienation, insecurity, illness and misery, or at least those in his sample do, the majority of whom are successful, middle-class women, working full or part-time. "They are accustomed to planning and thinking ahead and setting targets for themselves," Goldie says. "They find the lack of control they have over their lives very stressful, especially about financial decisions."

They also object to the "scarlet woman" label. One in three of divorces involves another woman, although any marriage guidance counsellor will tell you that an affair which develops into something more permanent is usually a symptom of marriage breakdown, not a cause. Women in the survey who were not involved in their partner's divorce felt particularly aggrieved and misjudged.

It is an insecure life, being a DMP. Goldie's sample expressed a sense of despair about a judiciary system that takes into account their economic means

Divorced men's partners (DMPs) have been revealed as life's losers, harassed by the law as well as the world and his ex-wife. That is the theory — but is it the whole truth? Helen Franks reports

when claims for increased maintenance are made by a former wife. A couple might be taken to court every year and be expected to disclose every penny earned or gained. To add insult to injury, they will almost certainly be expected to pay legal costs each time, which may add up to more than £1,500. One result of this is constant anxiety about money.

Goldie would like to abolish the need for DMPs to reveal economic means in divorce ancillary proceedings. He also wants the "clean break" arrangement, where a wife is offered a settlement rather than maintenance, to be the norm (although children may still be provided for); he believes that the present situation only serves to spread misery, encouraging destructive forces between

ex-wives and new ones. "Some women resent being unable to stop work and have children. Others resent the children the ex-wives have, and their freedom to stay at home and be maintained if they choose."

More than 42 per cent of Goldie's DMPs said that pressures from their partners' past had caused them to develop anxiety or depression or other stress-related problems. A psychiatrist with whom Goldie discussed the figures points out that they are only slightly higher than he would expect from the population as a whole. (Goldie did not refer to the well-being of ex-wives, but for the record, a survey by Helen Weingarten of the University of

Michigan, compared married, divorced and remarried men and women and found that the divorced were less likely to feel happy than the other groups, but were more likely to mention personal strength as a quality they felt they possessed.)

Are first wives being made into scapegoats by second? "With some couples I definitely formed the opinion that the external pressures create a binding force between them, a kind of siege mentality," Goldie says. "In an earlier study on men, I found that some men said they stopped trying for promotion because any effort they made would only be reflected in higher financial obligations to their ex-wives. It's very difficult to diagnose whether the problems from the previous marriage exacerbate deeper problems in the new relationship."

Goldie points out that some second wives take on the role of general in the campaign against legal claims, with the poor weakening of the husband fighting in the ranks. One cannot help feeling that second wives who goad husbands and accuse them of being unable to stand up for themselves are saying more about their own marital dissatisfactions than about relations with an ex-partner.

First wives might also claim to be

feeling ignored, invisible and insecure. And while DMPs might envy them being full-time mothers, they may feel frustrated and resentful at not being able to go out to work because they cannot afford adequate child care or do not have an interesting or rewarding job. Sympathy has to be awarded all round, and there is no doubt that present divorce laws help to waste a tremendous amount of emotion, time and money.

The legal wrangles which become transmuted into personal conflicts spread ill will and unhappiness to all concerned. Any way out of the wrangles must take into account the predicaments of first wives, who do not get the kind of child care facilities that enable them to go out to work and be self-supporting and do not have anyone to look after their children in the holiday; they have to take low-paid part-time work, or find themselves being subsidised by understandably resentful, professional second wives. Divorce law reform is only part of the story: the other part has to make visible the needs of the women who are left behind.

© Times Newspapers Ltd 1988
Remarriage: What Makes It, What Breaks It by Helen Franks is to be published by The Bodley Head on April 7 (£12.95).

Women in favour

Network, "the association for women in the professions, commerce, industry and the arts", has canvassed its distinguished members for their views on abortion. An overwhelming 80 per cent favour abortion on demand up to 12 weeks — and do not see parental consent as essential if the mother-to-be is under-age. Seventy per cent like the idea of two doctors being required to approve a termination, and on "social grounds" 20 weeks is felt to be the latest desirable date, although nearly 50 per cent feel that the 28-week limit should remain for medical grounds. Only one member is totally opposed to abortion, and two-thirds of those who replied admit to personal or professional experience with abortion.

Beauty spot

This morning in Harrods' new "men's grooming room" — evidence of the esteem in which this fast-growing sector of the cosmetics industry is held — Estée Lauder will launch a range of men's products. But as most women (and men) still report that "his" side of the bathroom cabinet contains nothing more dandified than deodorant and aftershave, who exactly will be rushing to buy Lauder's Skin Comfort Lotion (£10) "to

BRIEFLY

A round-up of news, views and information

improve elasticity and increase cell renewal", or Men's Skin Repair Complex (£26) for after-sun damage? Who for that matter will own up to using the men's hairspray in the new Insignia Hairstyle range (in shops soon at an introductory price of £1.19 and, Prince of Wales please note, free of chlorofluorocarbons)?



Quote me . . .

"Life gets better as you get older. The most difficult bit is the middle when you are neither young nor old but just about to get old. I suppose that's where I am now."

Susan Hampshire

Cat's whiskers

Those who missed out on the Duchess of Windsor's diamond Prince of Wales feather brooch (snapped up by Elizabeth Taylor for £350,000) might like to know that a pair of antique diamond feather brooches which belonged to the last Princess Royal, Princess Mary, will be offered at Sotheby's tomorrow at an estimate of £12,000. They are part of a spectacular fine jewel sale which starts at 10.30am, and which will include the first of the Cartier "big cat" collection associated with the Duchess of Windsor. As you can look at a cat even if you're not a king, viewing is free and the collection is on display today at Sotheby's.

L'eau odds

And now the patriotic mineral water: this week in Parliament, Charles Irving, chairman of the House of Commons' catering sub-committee, tabled a motion about mineral waters which pointed out that of the 24,000 pins of still and carbonated waters they sold last year, only 10,300 were British. The remainder were French. "We propose to alter the odds in favour of British waters by selling our own exclusive Welsh, Scottish and English House of Commons waters — Brecon, Campsie and Cotswold — which will be available from Easter," Irving says. "Foreign waters," he adds in withering

tones, "will still be served on demand." And it seems they are still in demand: a survey of top watering spots around the country shows that Perrier is still the best seller, while at L'Escargot, one of Soho's most select restaurants, Badouit is preferred as it "comes in plastic bottles which are easier on the rubbish".

Rapid transit

"Power Showers" are the latest accessory for the perspiring professional who is too busy to relax in an enervating bath. Launched at the Ideal Home Exhibition this month and available for £294-£494 from British Gas showrooms, they provide, by the inclusion of a booster pump and a large shower head, the kind of power the average American has been invigorated by for years. Choose from a suggestive selection of settings: "Sport" promises "cascades of needle sharp water"; "Pulse" gives "a vibrating massage"; and "Waterfall" for the whimsical, "aerated bubbling streams of water".

Following suit

Having come up with a cheeky lookalike of the signature Ferragamo shoe (the flat pump with grosgrain bow), but minus the signature, last season, Marks & Spencer has been following the trends in designer dressing very competently by producing the perfect suit. Its beige or navy double-breasted gaberdine jackets (£65) and matching short skirts (£30) capture Nicole Farhi's understated executive look to perfection, but at less than a quarter of that designer's price. Farhi, in the meantime, has moved on to fluorescent lime green linens and mock-jodhpurs.

Hair problems?

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Victoria McKee

CONCISE CROSSWORD NO 1521

ACROSS	1 Socially pretentious (8)	5 Unusually fat (4)	9 Jimmy Carter state (7)	10 Might (5)	11 Sad, dismal (5)	12 Unrestrained (5)	13 Adopt prayer position (5)	15 Drag for mines (5)	16 "Waste Land" poet (5)	18 Greek gods' vein fluid (5)	20 Thick (5)	21 Has as consequence (7)	23 Current events (4)	24 Public champions (8)
DOWN	1 Communicate (6)	2 Ear instrument (8)	3 Computer fault (3)	4 Tremble timidly (5,4,1)	6 Cultivated grass area (4)	7 Cask (6)	8 Diamond (8)	11 Scored contemptuously (8)	14 Discharge (8)	15 Bothnia Baltic state (6)	17 Puts faith in (6)	19 Chew on constantly (4)	22 Flap (3)	

SOLUTION TO NO 1520
ACROSS: 1 Burnt 5 Sialog 8 Elk 9 Way-out 10 Ersatz
11 Zero 12 Rongtong 14 In the doldrums 17 Malvolio 19 Yawn
21 Leaves 23 Sewing 24 Tee 25 Stingy 26 Ennuye
DOWN: 2 Usage 3 Sholokhov 4 Retired 5 Skein 6 Ass 7 Antonym 13 Garryowen 15 Nearest 16 Look-see 18 Lusty 20 Windy 22 Van.

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Court of Appeal

Landlord's intention apt in letting

Antoniades v Villiers and Another
Before Lord Justice Bingham and Lord Justice Mann
[Judgment March 17]

In determining whether residential accommodation was let to occupiers as tenants or licensees, where a court has decided that the written agreement between the parties was to be disregarded as a sham, it had to be shown not only that the occupiers intended to enjoy a right of exclusive possession but also that the landlord shared that intention before a tenancy could be held to exist.

Where the agreement was not held to be a sham, the court's task, as with any other agreement, was to construe it and give fair effect to its terms in the context of all relevant surrounding circumstances.

The Court of Appeal so held in a reserved judgment when it allowed the appeal of the landlord, Mr Agis Antoniades, against the decision of Judge MacNair in Lambeth County Court, on July 3, 1987, refusing the landlord's application for an order of possession as freehold owner of the top flat at 6 Whiteley Road, Upper Norwood, London, against the occupants, Mr William Villiers and Miss Sharon Bridger.

The court made an order for possession execution of which was stayed for four weeks until an appeal was lodged to the House of Lords, leave to appeal having been refused.

The landlord in person, Mr James Harris for the occupants.

LORD JUSTICE BINGHAM said that the landlord, who had considerable experience in the management of properties and was fully aware of the disadvantages of letting out properties on tenancies, let the top flat to the occupants; it comprised four rooms, a bathroom, a kitchen and a bedroom.

In February 1985, the landlord in company with his wife and daughter (a solicitor) let the occupants into the flat and each of them signed an identical agreement; they read the terms,

the landlord explained that they were licensees, that the Rent Acts did not apply, that he had the right under the terms to put other people in the flat and that no exclusive possession was given.

They knew nothing about the Rent Acts but signed because they were thankful to find somewhere to live. The landlord appreciated that they would share the flat and live as husband and wife, a double bed having been requested; he made it plain that they would have to go if they married since the flat was only for single people sharing.

The landlord did not put any other occupier into the flat nor did he occupy it himself, he agreed to a friend of the occupants staying in the flat on a sofa bed for a period in cramped conditions.

In July 1986 after difficulties over monthly payments, each of the two occupants was given one month's notice to vacate, and a rent officer upheld their claim that they were tenants, registering a rent substantially below the total of such monthly payments they originally made under the agreements.

His Lordship said that it was plain, as the judge found, that the agreements were drawn up with the intention of giving the occupants a right of exclusive possession for a term at a rent ordinarily given rise to a tenancy, and *Somma*, among other cases, was disapproved.

Against that background Judge MacNair, having found that the occupants enjoyed exclusive possession, concluded that the occupants' licences were artificial transactions designed to evade the Rent Acts so that they were in truth tenancies.

His Lordship disagreed since: 1 The House of Lords in *Street v Mountford* had not held

that assertions in an agreement that it was a licence should be ignored, but rather that the true legal nature of a transaction was not to be altered by the description that the parties chose to give it; and

2 Court of Appeal authority since *Street* showed that sharing agreements did raise rather different questions; see *Hadjilovcas v Crean* ([1987] 3 All ER 1008).

The broad approach in resolving whether an agreement succeeded in its object was well settled; for example, the court should be astute to detect and frustrate sham devices and artificial transactions whose only object was to disguise the grant of a right of exclusive possession and to avoid the application of the Rent Acts; nor was it contrary to public policy for a property owner to license occupiers to occupy property on terms which did not give rise to a tenancy.

Certainly, in the instant case the agreements were the product of considerable artifice; the landlord's object was to give the occupants the rights of licensees and not the rights of tenants in order that the transaction should not be subject to the Rent Acts.

But the written agreements could not possibly be construed as giving the occupants, jointly or severally, exclusive possession of the flat; they stipulated with reiterated emphasis that the occupants should not have exclusive possession, and the lack of exclusive possession was fatal to any claim of tenancy.

Mr Harris urged that the agreements were a sham, that a joint tenancy was granted to the occupants and each of them was jointly and severally liable for the whole monthly payment.

However, it was plain that the landlord did not share that intention; doubtless, his determination that they should not enjoy that right was conditioned by his desire that the relationship between himself and the occupants should not be governed by the Rent Acts; but that consideration had to be understood as fortifying rather than undermining his intention that

the occupants should have no right to exclusive possession.

There were, also, significant differences between the agreements and those in *Somma* which rendered the latter inapplicable; the occupants shared a single room with two beds in it; there, the right reserved by the landlord to use the room himself (in addition to the two licensees) could well be regarded, as physically impracticable.

In the instant case, there was a bed-sitting room and two beds in addition to the double bed in the bedroom used by the occupants; the introduction of an additional sharer would not have been physically impracticable; the "room" of the occupants' guest, however uncomfortable, showed.

Accordingly, the facts found by the judge did not justify a finding that the agreements were a sham. The landlord should have obtained a possession order.

LORD JUSTICE MANN said that there were two important passages in the authorities dealing with sham agreements; see *Snook v London and West Riding Investments Ltd* ([1967] 2 QB 766, 802) and *Hadjilovcas* (at p1019).

In *Street* there was a concession that exclusive possession had been conferred, and in *Somma* the court was irresistible in the surrounding circumstances at the time of the arrangements.

On the evidence before the court there was no sham; the real transaction corresponded with the apparent transaction which the parties voluntarily entered into; there was no concession of exclusive possession nor of inference to be drawn from the grant of one bedroom with a twin bed.

The flat contained beds in separate rooms; a table, bed and a bed-settee could have been occupied without embarrassment to the two licensees in their separate double-bedded room.

Solicitors: A. L. Hughes & Co, Streatham.

West Midlands Passenger Transport Executive v Singh
Before Lord Justice Fox, and Justices Balcombe and Sir Fredrick Lawton
[Judgment March 18]

Employers against whom a claim of unlawful discrimination on the ground of race had been made were required to disclose statistical information of the number of white and non-white persons applying for and being appointed to posts broadly comparable with that for which the complainant had applied from October 1984 to December 1985.

The issues were whether evidence that a particular employer had or had not appointed any or many coloured applicants in the past was material to the question whether he had discriminated against the particular complainant; and whether discovery devoted to ascertaining the percentage of successful coloured applicants with that of successful white applicants should be ordered.

In considering the relevance of the material sought to be adduced, it was to be noted that cases based on racial discrimination had a number of special features:

1 that the law had established that if the applicant could show that he had been treated less favourably than others in circumstances consistent with that treatment being based on racial grounds, the industrial tribunal should infer that such treatment was on racial grounds, unless the employer could show the contrary; see *Chhatrpathy v Harman* ([1982] ICR 132, 137) per Mr Justice Browne-Wilkinson;

2 that evidence adduced in such cases was not required to show decisively that the employer had acted on racial grounds, but was

fully discriminated against on the ground of race.

Voluntary discovery of certain classes of documents took place, but the employers resisted an application for further discovery of details of the ethnic origins of applicants for and appointments to posts within a band of grades broadly comparable with that for which the complainant had applied from October 1984 to December 1985.

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2 that evidence adduced in such cases was not required to show decisively that the employer had acted on racial grounds, but was

required to tend to prove the same.

3 since discrimination involved an individual not being treated on his own merits, but as receiving unfavourable treatment because he was a member of a particular group, statistical evidence might establish a discernible pattern which might give rise to an inference of discrimination against the group;

4 if a practice were being operated against a group, in the absence of a satisfactory explanation, it was reasonable to infer that the complainant, as a member of the group had himself been treated less favourably on the ground of race.

In such cases an approved practice in such cases for employers to provide evidence of a non-discriminatory attitude which could be accepted as having probative force.

Consequently, evidence of a discriminatory attitude on the part of the employer would have probative effect. 6 suitability of candidates for posts was rarely measured objectively, and if there were evidence of a high percentage rate of failure to achieve promotion by members of a particular racial group, that fact might indicate a conscious or unconscious racial attitude by employers.

Mr Bellotti submitted that the statistical material was not logically probative and so was not relevant. The fact, he said, that coloured applicants had not been promoted in the past did not of itself prove racial discrimination. As a matter of strict logic that might be correct but the courts did not apply so stringent a test.

His Lordship, quoting Lord Simon of Glaisdale, said: "Relevant... evidence is evidence which makes the matter which requires proof more or less probable." See *Pratt v Kibbourn* ([1971] AC 729, 756). Accordingly the court was satisfied that the statistical material was relevant to the issues in the case.

However relevance was not the only ingredient for discovery; see *Scientific Research Council v Nasse* ([1980] AC 1028). The ultimate test was whether the discovery was necessary for fairly disposing of the case.

Discovery might be oppressive if the effect would require a party to embark on a course which would unreasonably add to the cost and length of the case.

His Lordship, referring to *Jalota v Imperial Metal Industry (Kynoch) Ltd* ([1979] IRLR 313), said that if in so far as that case purported to lay down any general principles as to the probative effect of statistical evidence in racial discrimination cases, then it was inconsistent with the principles now set out by the court and should no longer be followed.

The court agreed with the conclusion of the Employment Appeal Tribunal that the discovery sought would not lead to any undue increase in the length of the proceedings or add an unreasonable additional burden to the parties. The appeal would be dismissed.

Solicitors: Mr Clive Sayer, Birmingham; Bradman & Partners.

Inferring racial bias in appointments

North West Thames Regional Health Authority v Noone
Before Lord Justice May, Lord Justice Balcombe and Lord Justice Stocker
[Judgment March 17]

Where, on a complaint of unlawful racial discrimination in selection for employment, the industrial tribunal was satisfied that the complainant had been treated less favourably than other applicants for the post but there was no direct evidence of racial discrimination against him, the tribunal could legitimately infer, in the absence of some satisfactory non-racial explanation, that there had been such discrimination.

A proper sum to compensate a doctor, who had been refused appointment as a consultant microbiologist by reason of unlawful racial discrimination, for severe injury to her feelings, was £3,000.

The Court of Appeal so held in a reserved judgment allowing an appeal by the complainant, Dr Malika Rudrani Noone, from a decision of an industrial tribunal (Sir Ralph Kilner Brown, Mr A. F. Blacklaws and Mr T. H. Jenkins) which on November 14, 1986 had allowed an appeal by the North West Thames Regional Health Authority from a decision of an industrial tribunal that it had discriminated against her unlawfully on ground of race in refusing to appoint her as the consultant microbiologist at Ashford Hospital.

The industrial tribunal had, *inter alia*, awarded her £3,000, but the appeal tribunal held that the appropriate figure would have been £1,000.

Mr Janet Smith, QC, Mr Sepala Munasinghe and Mr Kuttan Menon for the complainant; Mr Jeffrey Burke, QC and Miss Cherie Booth for the authority.

LORD JUSTICE MAY said that the appeal tribunal had held

that *Khanna v Ministry of Defence* ([1981] ICR 653) was authority for the proposition that where the primary fact indicated discrimination and a difference of race, then the employer was called upon to give an explanation and that if that explanation was patently unsatisfactory or untrue it was open to the tribunal to infer that the discrimination had been on racial grounds. His Lordship did not find the decision in *Khanna* altogether satisfactory.

It was always for the complainant to make out his case. It was not often that there was direct evidence of racial discrimination, and in such cases the claimant had more often than not to deal with on the basis of inferences from the primary facts. It was almost common-sense that if there were a finding of discrimination and of direct evidence of racial discrimination, usually the legitimate inference

would be that the discrimination had been on racial grounds.

There was material on which the industrial tribunal had been entitled to conclude as it had done that there had been racial discrimination.

Section 56(2) of the Race Relations Act 1976 imposed an upper limit on the amount which could be awarded under section 56(1) in respect of an incident of racial discrimination.

The limit at the relevant date was £7,500, and it was clear from the Act that that was to include not only compensation for injury to feelings but also any actual loss suffered as a result of the discrimination together with any increased compensation payable under section 56(4)(a) because of a respondent's failure to comply with a recommendation by the tribunal.

The complainant had said in evidence that she had been quite devastated when she had not got the job which she was particularly suited to.

His Lordship found it of considerable significance that the contract was in two parts: one part dealing with supply and the other dealing with delivery and installation.

On September 23 the second pro forma invoice was sent. By the beginning of October more than £55,000 had been paid to Tas and a large amount of work had been done.

Unfortunately, Leisure 2000 went into receivership and on March 14, 1985 a further invoice was sent indicating the

the job for which she was particularly suited. His Lordship had no doubt that she had suffered severe injury to feelings, and the award of compensation should acknowledge that.

On the other hand, although the post which she had been refused was an important and responsible one, particularly within her own specialty of microbiology, she had not claimed compensation for actual loss and it had not been suggested that the award should include any element of aggravated damages.

Taking everything into account, his Lordship agreed with the appeal tribunal that £3,000 was too high. The appropriate award in all the circumstances was £3,000.

Lord Justice Balcombe and Lord Justice Stocker delivered concurring judgments.

Solicitors: Karim Laxman; Capstick & Co.

VAT payable before installation

Tas Stage Limited v Commissioners of Customs and Excise
Before Mr Justice Macpherson
[Judgment March 11]

A contract for the supply of equipment and the delivery and installation of that equipment for which payment was to be made in instalments of 25 per cent, 50 per cent and 25 per cent at various stages, attracted value-added tax even before the installation of the equipment was complete.

Mr Justice Macpherson so held in the Queen's Bench Division in dismissing an appeal by the taxpayer, Tas Stage Ltd, against the decision of a London VAT tribunal on January 26, 1987.

Mr L. W. Melville for Tas Stage Ltd; Mr Guy Sankey for the commissioners.

MR JUSTICE MACPHERSON said in June 1984 Leisure 2000 placed an order for the supply and installation of a discotheque lighting system. Tas sent a pro forma invoice to Leisure 2000 on June 23, 1984 calling for initial payment.

His Lordship found it of considerable significance that the contract was in two parts: one part dealing with supply and the other dealing with delivery and installation.

On September 23 the second pro forma invoice was sent. By the beginning of October more than £55,000 had been paid to Tas and a large amount of work had been done.

Unfortunately, Leisure 2000 went into receivership and on March 14, 1985 a further invoice was sent indicating the

sum which had already been paid and requesting the VAT on the sum.

Subsequently Leisure 2000 was taken over by the Customs and Excise billed Tas for the VAT. Tas appealed to a tribunal which dismissed the appeal.

His Lordship could not accept the submission made by Mr Melville on behalf of the taxpayer that there was no transfer of the goods until the job was completed.

It was unfortunate that when the first two payments were made the tax was not paid and Tas were now liable for the VAT element.

Solicitors: Lawrence Graham for Rudlings & Wakelam, Bury St Edmunds; Solicitor, Customs and Excise.

Effect of tenants' overriding interest

Ashburn Anstalt v Arnold and Another (No 2)
Before Lord Justice Fox, Lord Justice Neill and Lord Justice Bingham
[Judgment February 25]

The overriding interest which the tenants of the shop premises in *Ashburn Anstalt v Arnold and Another* (*The Times* November 9, 1987), had under the Land Registration Act 1925 did not entitle them to restrain the landlords from developing the land without providing them with suitable shop premises.

The Court of Appeal so held in a reserved judgment when it considered the consequences of the decision which they had made in the case.

Mr William Goodhart, QC and Mr Peter Cowdell for the plaintiff landlord, Mr Robert Pryor, QC and Miss Erica Fogg for the defendant tenants.

LORD JUSTICE FOX said that the issues arose under clause 6 of a 1973 agreement, which provided: "Matlodge hereby warrants that it intends either itself or its successor in title to redevelop the property and the neighbouring property by the erection of shops, and undertakes that, itself or its successor in title will grant to Arnold on completion of the development a lease of a shop in a prime position at the development for a term of 21 years..."

On February 24, 1973 the benefit of the agreement was assigned by Matlodge to Cavendish Insurance Society, the owner of the freehold. In 1976 the provisions of clauses 5 and 6 of the agreement were novated between Cavendish and Arnold & Co, the successor in title of Mr Arnold.

Cavendish transferred the freehold to Legal and General Insurance Society, who transferred it to Ashburn Anstalt, the plaintiffs, in 1985.

In their previous judgment their Lordships had held, *inter alia*, (a) that clause 5 created a lease and not a mere licence and (b) that the provisions of clause 6 constituted an overriding interest under the Land Registration Act 1925 in respect of 124 and 126 Gloucester Road, the property actually in the occupation of Arnold & Co when the freehold was sold to the plaintiffs.

The provisions of clause 6 were never registered by Arnold & Co as an estate contract, accordingly Arnold & Co had no enforceable rights in respect of clause 6 against the plaintiffs, with whom they had no contractual relationship, except such as they might have by reason of the overriding interest.

The plaintiffs owned, under several different registered titles, a block of property at Gloucester Road, part of which was 124 and 126 Gloucester Road. They intended to develop the whole block.

Their Lordships were informed that in September 1987 the plaintiffs entered into an agreement with the tenants, under section 52 of the Town and Country Planning Act 1971, by which most of the site occupied by Arnold & Co's premises would be used as a public way.

In January 1988 Arnold & Co commenced proceedings in the county court for the grant of a new lease at 124 and 126 Gloucester Road under the Landlord and Tenant Act 1954. The proceedings were based on the decision of their Lordships that clause 5 created a lease.

The questions now put before their Lordships were whether in the absence of an undertaking by the plaintiffs to offer to Arnold & Co a lease of a shop elsewhere on the development, Arnold & Co would be entitled:

(a) to restrain the plaintiffs from proceeding with any development which did not provide suitable shop premises on the land now subject to the overriding interest;

(b) to compel the plaintiffs to offer to Arnold & Co a lease of a shop on the land now subject to the overriding interest if shop premises were in fact to be constructed thereon;

(c) damages in lieu of specific performance.

It appeared to their Lordships that the correct propositions were: 1 Arnold & Co could not have

any different rights against the plaintiffs than Arnold & Co had, as a matter of contract, against Cavendish. The overriding interest merely protected existing rights in respect of occupied land; it did not extend or otherwise alter them.

2 Arnold & Co had no enforceable rights under clause 6 over or in respect of that part of the development site to which its overriding interest did not extend.

3 Clause 6 conferred no rights in a reserved judgment allowing an appeal by the complainant, Dr Malika Rudrani Noone, from a decision of an industrial tribunal (Sir Ralph Kilner Brown, Mr A. F. Blacklaws and Mr T. H. Jenkins) which on November 14, 1986 had allowed an appeal by the North West Thames Regional Health Authority from a decision of an industrial tribunal that it had discriminated against her unlawfully on ground of race in refusing to appoint her as the consultant microbiologist at Ashford Hospital.

The industrial tribunal had, *inter alia*, awarded her £3,000, but the appeal tribunal held that the appropriate figure would have been £1,000.

Mr Janet Smith, QC, Mr Sepala Munasinghe and Mr Kuttan Menon for the complainant; Mr Jeffrey Burke, QC and Miss Cherie Booth for the authority.

LORD JUSTICE MAY said that the appeal tribunal had held

that *Khanna v Ministry of Defence* ([1981] ICR 653) was authority for the proposition that where the primary fact indicated discrimination and a difference of race, then the employer was called upon to give an explanation and that if that explanation was patently unsatisfactory or untrue it was open to the tribunal to infer that the discrimination had been on racial grounds. His Lordship did not find the decision in *Khanna* altogether satisfactory.

European Law Report

Council under an obligation to observe rules of procedure it laid down

United Kingdom (supported by Kingdom of Denmark, intervenor) v Council of the European Communities (supported by Commission of the European Communities, intervenor)
(Case 68/86)

Before G. Bosco, President of First and Fifth Chambers, acting as President and Judges G. C. Rodriguez Iglesias, T. Koopmans, U. Everling, Bahlmann, Y. Galmot, C. N. Kakouris, R. Joliet and T. F. O'Higgins
Advocate-General C. O. Lenz
(Opinion October 14, 1987)
[Judgment February 23]

Efforts to achieve the objectives of the common agricultural policy (CAP) could not disregard requirements relating to the public interest such as the protection of consumers or the protection of the health and life of humans and animals, there was therefore no need to have recourse to article 100 of the Treaty where Community legislation involved the harmonization of provisions of national law concerning the production and marketing of agricultural products.

The UK sought a declaration that Council Directive 85/649/EEC of December 31, 1985 prohibiting the use in livestock farming of certain substances having a hormonal action (OJ 1985 No L382, p228) was void.

That Directive contained, on the one hand, rules on the administration of certain substances having hormonal action to farm animals whose meat was covered by common organizations of the market; and, on the other hand, rules concerning the necessary control measures.

In its judgment the Court of Justice of the European Communities held as follows:

been based not only on that article, but also on article 100, and that the organization of the part of the Council.

That argument was not a purely formal one, in as much as articles 43 and 100 of the Treaty entailed different rules regarding the manner in which the Community institutions might decide. The choice of the legal basis could thus affect the determination of the content of the contested Directive. It was therefore necessary to consider whether the Council had the power to adopt it on the basis of article 43 alone.

That article was to be interpreted in the light of article 39, which set out the objectives of the CAP, and of article 40, which governed its implementation, providing, *inter alia*, that in order to attain the objectives set out in article 39 a common

organization of agricultural markets was to be established and that the organization must include all measures required to attain those objectives.

The agricultural policy objectives set out in article 39 of the Treaty had to be conceived in such a manner as to enable the Community institutions to carry out their duties in the light of developments in agriculture and in the economy as a whole.

Measures adopted on the basis of article 43 of the Treaty with a view to achieving those objectives under a common organization of markets might include rules governing conditions and methods of production, quality and marketing of agricultural products.

Efforts to achieve objectives of the CAP, in particular those of the common organizations of the markets, could not disregard

requirements relating to the public interest such as the protection of consumers or the protection of the health and life of humans and animals, requirements which the Community institutions had to take into account in exercising their powers.

It followed that article 43 of the Treaty was the appropriate legal basis for any legislation concerning the production and marketing of the agricultural products listed in Annex II to the Treaty which contributed to the achievement of one or more of the objectives of the CAP set out in article 39 of the Treaty.

There was no need to have recourse to article 100 of the Treaty where such legislation involved the harmonization of provisions of national law in that field.

Even where the legislation in question was directed both to the protection of human health and to other objectives which, in the absence of specific provisions, were pursued on the basis of article 100 of the Treaty, that article, a general one under the law of member states, could not be relied upon as a ground for restricting the field of application of article 43.

The regulations on the common organizations of the markets in the sectors of beef and veal, pig meat, and sheep meat and goat meat each provided for the adoption of Community measures designed to promote better organization of production, processing and marketing and to improve quality.

The aim of the Directive at issue, according to its preamble

was to protect human health and consumer interests with a view to eliminating the distortion of conditions of competition and bringing about an increase in "consumption of the product in question".

In view of the content and objectives of the Directive, it had to be held that, in regulating conditions for the production and marketing of meat with a view to improving its quality, it came into the category of measures provided for by the afore-said regulations.

The applicants' arguments that the statement of the reasons

for the directive were inadequate, were rejected.

So far as the claim relating to a breach of the principle of legitimate expectation was concerned, it had to be pointed out that the rules regarding the manner in which the Community institutions arrived at their decisions were laid down in the Treaty and were not at the disposal of the member states or of the institutions themselves.

Infringement of essential procedural requirements

On December 19, 1985 the Council decided, contrary to the votes of the UK and Denmark, to adopt the Directive, by means of the written procedure, before December 31, 1985. In a letter dated December 31, 1985, the UK stated that it opposed the use of the written procedure as well as the Directive itself. On the same day the Directive at

issue was notified to the UK as having been adopted by way of the written procedure.

In those circumstances, it had first to be pointed out that article 6(1) of the Council's rules of procedure (OJ 1979 No L268 p1) provided that "Acts of the Council on an urgent matter may be adopted by a written vote where all the members of the Council agree to that procedure in respect of the matter in question".

It was clear from the wording of that provision that all the members of the Council were to agree before recourse could be had to the written procedure. That requirement of unanimity was independent of the question whether the measure in point had, by virtue of the Treaty, to be adopted by unanimity or a majority vote.

The Council was therefore under a duty to comply with the procedural rule which it had itself laid down in article 6(1) of its rules of procedure. It could not depart from that rule unless it formally amended those rules, which constituted a measure adopted pursuant to article 5 of the Treaty establishing a single Council and a single Commission.

It followed that in this case the failure to comply with article 6(1) of the Council's

THE ARTS

The box-office Bard

Truth and little white lies

In the process of becoming mythological figures, Donald and Wendy Woods, whose story is told in the film *Cry Freedom*, were transformed.

Last night *Couples* (BBC1), a new series exploring the relationships of prominent people, incidentally revealed that the Donald of the film was thinner and more clean cut, the Wendy shorter and more blonde and the family dog less an unphotogenic black Labrador than a following Dalmatian.

Their lifestyle seemed more sophisticated in material aspects than that presented in the film, but their journey to liberal consciousness longer and more arduous. There is something that belittles both subject and audience in this tailoring of reality towards

TELEVISION

stereotype. However, that was not the concern of this programme.

Sidely interviewed by Dilys Morgan, the Woods recalled the arguments of their courtship days as he rejected the racist attitudes of their background. After Donald had met the black leader Steve Biko, the couple were united in an intensifying opposition to apartheid during a period which Wendy described as schizophrenic and alienated.

Shortly afterwards the couple fled South Africa and arrived in Britain with their five children, £300 and one suitcase of clothes. These challenges strengthened their marriage, they felt. "Maybe all couples should land in political trouble, because it definitely does throw you together more," Donald suggested.

In Miami, as *The Media Show* (Channel 4) revealed, the difficulty is that real life is more lurid than stereotype.

In the city which now challenges the league leaders in the United States for both crime and film making, one writer described dreaming the sickest excesses of designer violence only to have the *Miami Herald* exceed his imagination the next day with a true story.

Celia Brayfield

Holly Hill reviews the all-American Julius Caesar which opened last night with a cast of film and television stars at the Newman Theatre in New York

In the United States, productions of Shakespeare are like jumble sales. The acting styles resemble bric-a-brac, the direction is anything from cluttered to comprehensive, the effect dreary to dazzling.

There is no modern American style of playing Shakespeare, a vacuum that the producer Joseph Papp has been trying to fill with a vigorously populist approach. Audiences who would otherwise never watch Shakespeare are lured to his plays to see film and television stars in leading roles, while the supporting and bit players are cast across lines of race, accent, acting experience and talent. Out of this policy may one day grow generations of actors, directors and audiences who make Shakespeare their own, but that future will be hard-won.

The till rings up a respectable artistic profit for the New York Shakespeare Festival's *Julius Caesar*, the second in Papp's six-year schedule of Shakespeare's canon. Even if this production were to be a catastrophe, the casting of Al Pacino as Mark Antony sold out the run before it opened. The audience, however, is evidently not dominated by lovers of the Bard - at one Press preview an audience member managed to take several flash-lit photographs of Pacino, and another said audibly when Caesar was stabbed: "Aw, heck, I was rooting for that guy."

Some film fans have also come to see the Brutus of Martin Sheen, who played *Romeo and Hamlet* for the Festival 20 years ago. I shall never forget his "To be or not to be" in a Puerto Rican accent, a bit of tomfoolery for which he would probably be called a racist today. Edward Herrmann is the third luminary as Cassius.

A brooding presence who often looks out of focus and uncomfortable, Pacino has thrown himself into Mark Antony with the wholeheartedness of a schoolboy in the class play. That he often sounds like one, declaiming lines in his gravelly voice with such measured phrasing that "but" is given equal emphasis with "courage" is on the minus side of his performance.

Pacino closes his eyes for emphasis too often, gestures too much, and tries too hard, but his funeral oration is a



Polling faces (clockwise from left): Al Pacino, Edward Herrmann, Martin Sheen and John McMartin. Below: Pacino as Mark Antony and McMartin as Caesar on stage in the play that sold out before it even opened

masterpiece of working the crowd. With a show of utter sincerity, with a hint of sarcasm in calling Caesar's assassins honourable men, he speaks as if he is trying to understand what happened and to let the listeners draw their own conclusions. Emotions flow through his words as he stirs the crowd into a frenzy: only as he exits and remarks with some gloom on "how I have moved them" are we certain how firmly he held the reins.

Edward Herrmann's Cassius is surprisingly awful - a model of bad Shakespearean acting. He looks worst of all the cast in the ill-made Roman togas, handling his as if it were a flannel sheet. His performance is in italic style. For emphasis he punches words and phrases until he knocks them out of metre and out of sense. He shouts often in a voice not strong enough for such strain, creating an impassioned Cassius too out of the control to lead the assassins. John McMartin's Caesar is no better - instead of over-emphasizing he shurs his words, giving the effect of a lackadaisical man the conspirators fear groundlessly.

The best performance I saw was given by the understudy for Martin Sheen, who missed the previews when



'Pacino has thrown himself into Mark Antony with the wholeheartedness of a schoolboy in the class play'

he lost his voice. Robert Murch, an actor widely experienced in American and Canadian regional theatres, was a beautifully spoken Brutus. He gave the impression of having intelligence and command without needing to

flaunt them, of being a true and troubled gentleman.

Murch, who probably had little or no rehearsal before he went on, was more at home with the language and his character than anyone else on stage. This does not give him star quality, but at least makes a plea for better balance between charismatic film talents and stylistically knowing supporting actors in New York's Shakespeare Festival production.

Given disparate talents, the director, Stuart Vaughan, has done a fine job of organizing them into a precise and effective ensemble. Bob Shaw's set of terracotta brick walls and columns with grey marble stepped platforms moves into varied configurations, versatile props like spear-mounted cloths are turned to serve as outside or inside of a tent, and Arden Fingerhut's sombre lighting breathes into the action.

Lindsay W. Davis's battle costumes compensate for the unwieldy togas. The design and such effects as the appearance of Caesar's ghost, a brief slow-motion battle, and a brazier-lit street fight give this *Julius Caesar* a sense of period and style that most of the actors cannot match, but not for want of trying.

A gap bridged

CONCERTS

YMSO/Blair Festival Hall

Schoenberg freely admitted to a discrepancy between the two halves of his *Gurrelieder*, saying it was obvious that his style of orchestration would have changed during a period of 10 years. Like many of his statements, this is a total honesty that conceals a partial truth: the final part of the work differs not only in scoring from what has gone before, but in substance.

The subtle recounting of the first part, where the orchestra summons the ghosts of Waldermar and Tove to sing in alternation of their fatal love, merging actions and recollections, present and past, becomes thoroughly disrupted later on.

Waldermar steps directly forward into the active mode, while the other contributing voices leave him progressively isolated as they go ever further into the distance of narration: we hear first a naive onlooker in the peasant, then an ironical observer in Klaus the Fool, and finally a complete outsider in the Speaker.

At the same time, the Wagner-Strauss continuity of

the first part is broken up and often overtly parodied. Given that this was the last tonal music Schoenberg composed for 20 years, what we have here is a quite unusual demonstration of how the atonal revolution had changed the nature of the game, even for tonal composition.

James Blair, conducting his Young Musicians' Symphony Orchestra in Monday night's performance, had much more success with the rapidity and weirdness of the later music than with the luxuriating flow of the first part, which lacked a long line - though it was interesting to hear the gaps reduced with, in the earlier half, sharply clear woodwind interventions, powerful brass and clangorous harps.

The size of the *Gurrelieder* Orchestra, beginning with eight flutes and reaching down to 16 double basses, restricts the work nowadays to youth and semi-professional orchestras, but there need be no regrets after a performance that achieved such vividness so often.

Of course, the size of the orchestra is also an awkwardness for the singers. Jo Anne Pickens and Graeme Matheson-Bruce were too often not waving but drowning in the first part.

Paul Griffiths

Hirsh/Lenehan Wigmore Hall

It is always refreshing when a gifted young player sees fit to include in a recital programme something new.

If Colin Matthews's *Chaconne and Chorale*, which the violinist Rebecca Hirsh and her excellent pianist John Lenehan unveiled on Monday, gave as rather short measure as far as its time span was concerned - it lasted only about four minutes - there was much compensation in the craftsmanship and the elastic beauties it contained.

The work is simultaneously rather than consecutively Chaconne and Chorale, and is characterized by the ebb and flow of latent energies created by the tensions that exist between the two forms, as well as by the constant stretching and compression of the music's pace and density. These energies, however, are never unbridledly unleashed; thus

the music seems part of something longer.

It was played, as was everything in this concert, with a firmly focused but exquisitely beautiful violin sound and a gratifying deference to clarity, by no means found in every violin and piano partnership. Such an approach reaped glorious benefits in Beethoven's "Spring" Sonata Op.24, whose first movement, for instance, was spacious without being limp, and whose off-beat Scherzo was weighted with exactly the right degree of wit.

Hirsh and Lenehan then gave Prokofiev's D Major Sonata, Op.94, communicating its lyricism, tension, veracity, and sheer passion both with brilliant technique and with a clear sighted sense of shape. Such qualities were maintained in Chausson's *Poème* and Ravel's *Tzigane*, the final two works of a sensible proportioned programme.

Stephen Pettitt

Melting hearts in the heat

Chris Peachment reports on the Sadler's Wells Royal Ballet tour in Bangkok

Bangkok in mid-March, and the two main impressions are of traffic and heat, the streets are packed nose-to-tail with slow-moving cars, and the temperature is up in the high nineties with a humidity which makes inhaling like having your mouth packed with hot cotton wool.

Quite why the Thais do not succumb to mass hysteria is a mystery whose solution can only be ascribed to the twin effects of devout Buddhism and air conditioning. In fact, far from being enraged by the heat, the Thais are all charming, modest and retiring. Everywhere one is greeted with helpfulness and smiles. I never saw a people so gracious.

The ballet, whose expertise with the problems of touring is by now well-honed with practice, but who still encounter the usual unforeseen snags, all confirm the Thais' helpfulness. There were a few initial worries, however, mostly concerned with the reception by local audiences.

At the first Press conference, the suggestion that the local media might like to interview some of the principal dancers was greeted with a polite refusal. It seems that the reporters are simply too shy to step forward. They are also, unlike the western Press, unwilling to hold forth on a topic in which they are not necessarily expert. They were much taken with the fact that the heat was melting the blue in the ladies' points, and so the slippers are all being kept in the fridge.

But there was much bewilderment when it was explained that the role of the widow, Simone, would be played by David Morse, and Lise, her daughter, by Marion Tate, who is Morse's wife. The idea of husband and wife playing mother and daughter was a joke they preferred to skirt around.

Nonetheless, the two reports in English language newspapers here, the *Bangkok Post* and the *Nation*, have been fulsome, with a half page in each devoted to what the audiences can expect. The English is fluent, the facts are straight and the names are spelt correctly, and that is



Winning pair: Marion Tate as Lise and Roland Price as Colas keep their cool in the nineties

considerably more than I could manage to do in Thai.

The performances are taking place at the Thailand Cultural Centre, which is a brand new theatre situated in a piece of waste ground on the edge of town. It was donated to the Thais by the Japanese, a fact which, as was explained to me by a local English businessman, makes selling British goods to the Thais that much more difficult.

The building is in pale stone, with the traditional steeply sloping roof, clad in metallic coloured tiles, and the foyer windows and entrance are triangular arches. It seems that even Japanese post-modernists fight shy of curves. The interior is clad partially in local marble, which has a pale grey vein in it, and the proscenium arch, walls and ceiling are lined with wood, a feature which lends the 2,000-seat auditorium excellent acoustics.

The company has elected to use a live orchestra which means that the conductor, Ormsby Wilkins, is faced with a disparate group of semi-professionals, many of whom are drawn from the Thai naval military band. "The problems are mainly ones of concentration," he says. "They are and people who never say 'no', and so one is never entirely sure that a problem is ironed out even though you have referred to it."

In fact they performed well on the first night, with a good strong attack in the Act II bucolic scenes among the hay

ricks, and a clear delight in the more percussive bits of humour.

La Fille mal gardée proved to be an inspired choice to begin the tour in Thailand. There had been some vague worries expressed as to whether the Thais would be in tune with the conventions of the Western pastoral lyric, but these proved groundless. It does not take long to understand the workings of a maypole.

'The Thais were much taken with the fact that the heat was melting the blue in the ladies' points, and so the ballet slippers are all being kept in the fridge'

The Thais are not known for unmannerly displays of laughter, but the VIP lady next to me on the second night had trouble containing her mirth behind a modest hand. Especially popular is the ribbon dance - with a round of applause for the cats cradle which the lovers form after intertwining their ribbons - and the cart which carries the widow and her daughter off at the end of the first act, drawn by a small but perfectly formed pony.

One somehow doubts if any foreigner would ever appreciate the humour of Osbert Lancaster, but his sets are

holding up remarkably well after 28 years (the front cloth is signed and dated 1960), and the final interior of the widow's farmhouse, complete with pictures of Napoleon and a cow, get a round of applause.

Roland Price, who danced Colas the young lover, is an expansive performer, and he clearly enjoyed the space of this large stage, filling out his solos with a muscular breadth and energy. But it was Marion Tate, as Lise, who clearly won the Thai hearts. There was much made in the local newspapers of her pale skin, a particularly attractive feature to the Thais, and her large blue eyes. Her dancing on the first night was finely matched by her good expressive projection.

She is clearly also something of an actress, which can only help a foreign audience. She said afterwards that she depends heavily upon audience response. "There is always the danger of pushing the jokes too hard if one cannot hear very much laughter," she said. "But there were no problems tonight, and I relaxed into the role very quickly."

Clearly *La Fille* has broken down much of the Thai natural reticence. Next the company moves to Seoul, South Korea, where it will perform *Swan Lake* for a week. Advance bulletins report that it is snowing in Seoul. A shift from a mid-summer bucolic delight to a mid-winter *Swan Lake* suggests programming of some meteorological aptness.

DANCE

4D

The Place

Yet another new dance group, 4D is formed from students of the London Contemporary Dance School who wanted to continue working together for another year. Their programme at The Place on Monday was made up of works by three of their members and another recent LCDS graduate.

Aletta Collins seems to be a guiding spirit. She is full of clever ideas. One of her earlier comic pieces, *Stand By Your Man*, set its cast gesturing in sign language to Tammy Wynette's song. That has already won a competition in Italy; the prize is a commission for a long work, two parts of which were given on this programme.

The Dress, in which Barry Atkinson binds Trisha Childs into helpless immobility by progressively tightening her dress with big clips, accompanied by love music from Berlioz's *Romeo and Juliet*, is effective mime.

In *The Wall*, she introduced more movement but still limited. Five figures in black coats, shoes and wide-brimmed hats, backs turned to us, are advancing to the rear wall, leaning on it and withdrawing, like the faithful at prayer in the Temple at Jerusalem, but repeatedly falling in rhythmically varied patterns. Then they begin climbing up and down the wall; all this to Bruce Gilbert's *Do You Me? I Did*, a strong rock score already used for two different ballets by Michael Clark.

Collins has a surprise ending which in fact she gives away in advance. Whether that represents misjudgement or cunning will presumably become clear in the context of the completed longer work. She clearly has a flair for theatrical effect if she will put more trust in movement she could become a choreographer of individuality.

Amir Shakhban's *Sacrament USA* contains a vivid duet (for Nicolette Lowe and Michael Fulwell, I'm told; the cast list is unhelpfully alphabetical) about a couple quarrelling, expressed by the angry infection of the dance movement. Unfortunately that is buried within a context that seems empty pretensions although redeemingly quick-moving.

Other pieces by Andy Papas and Isabel Mortimer are better than average workshop material. Performances all evening were professional.

John Percival

One crisis when you can't lose your head

Hilary Finch talks to André Engel whose production of *Salome* for Welsh National Opera opens at the Swansea Grand on Friday

André Engel worked his way through at least three hand-drawn Gauloise during the first 15 minutes of our interview. He was worried. It was the first day into the Grand, Swansea and the set for his new production of *Salome*, which opens there in two days' time did not fit. "I have big troubles now. We shall have to compromise, and any compromise is the worst thing!"

To stage a production inside any proscenium arch, let alone a series of them all of different sizes on tour, is something of a frustration to Engel. One reason Britain knows comparatively little about him is that he has spent the last 10 years staging plays in anything but theatres.

There was Brecht's *Baal* in a riding school in Strasbourg, a *Prometheus Unbound* in an abandoned iron mine outside Nancy, an *Orpheus* in a vast factory in Paris during which the audience had to take a train and a boat and go to hell with him. Most recently, Brian McMaster, managing director of Welsh National Opera, spotted his *Venise sauvée*, Hoffmannsthal's adaptation of Otway, at the Théâtre de Bobigny (he has now made *Venise Preservée* into a film), and invited him to stage his first opera in Wales.

Something of Engel's obsession with real, unequivocal settings, turning his back on abstract artistic sets, has become focused within the four walls of this *Salome*. The set, designed by his colleague, Nicky Ricci, is the fruit of years of research and travel which took them to Egypt at a time when they were hoping to stage an entirely different production in the desert.

That was to have been a fusion of a novel by Kleist and an ancient Pharaonic tale, but money ran out. The visions of the Mameluk palaces of Cairo, and "the colour and sunlight of the East", which Strauss longed for in his opera, have



Guiding hand: André Engel makes a point during rehearsals

remained, though, and have helped concentrate Engel's mind on what he sees as the hard, emotional as well as physical reality at the heart of the opera.

When speaking of *Salome* herself, all problems with the set are temporarily forgotten. "For me, *Salome* is a lover; a little princess, a spoilt child. Most important, she just wants to give her first kiss to the man she loves. That's all. The man refuses the kiss. She does what she has to do. She cuts off the head, and gives the kiss. And she is happy."

"Between *Salome* and Jokanaan it was a great, great *malentendu*. There was a woman saying to a man who is only soul, 'I love your body'; and there is a man telling a woman who is only body, 'You have to change your soul'. That is the problem. And between those two poles are all the emotions there can be when a human being asks himself about what love is. When Jokanaan says to *Salome* 'Du bist verflucht' (You are cursed), I tell him to think 'Wie wir verflucht' (Not you, but me too)."

"Yes. People can say, with Herodias at the end, that she's

a monster. But I tried to show that she's closer to love than to death. That is what I hear in the music. *Salome* travels, nobody knows where. The audience must travel with her too. But at a certain point she goes where only she is able to go. She abandons us. When Strauss wrote *Salome* he didn't want to give pleasure to his audience. It is all so short, fast, harsh. I like it to be like that (he makes the noise of a striking match): *bar-bar!*"

The experience of working with Stephanie Sundine (*Salome*) and Robert Tear (*Herod*) has certainly kindled a flame of enthusiasm in Engel to do more opera. He still expresses amazement at their willingness to think so intensely about what they are singing at any given moment; at the power of singing itself to heighten the sensitivity of expression and pinpoint an actor or director's relationship with the drama second by second.

Nothing is lined up yet, but "Perhaps *Elektra*. Both the play and the opera. But not unless I have really something to tell about it. No, not unless. I don't want to be just one director *de plus*."

Executive Editor
David Brewerton

STOCK MARKET

FT 30 Share

1463.2 (+0.5)

FT-SE 100

1835.4 (-5.7)

Bargains

31413 (31558)

USM (Datastream)

152.17 (+0.49)

THE POUND

US dollar

1.8310 (+0.0045)

W German mark

3.0971 (+0.0112)

Trade-weighted

77.1 (+0.1)

Buyout
at tin
mines

RTZ, which first moved into Cornish tin mining interests in 1979 and nursed them through the tin crisis of 1985, has agreed to a management buyout of its South Crofty and Wheal Jane tin mines in Cornwall by the management and workforce of Carnon Consolidated.

The DTL, in supporting the move, has agreed to improve its £25 million rescue package originally made in 1986. RTZ in turn is providing an interest-free loan of £10 million.

The buyout by Carnon Consolidated follows RTZ's decision that the tin price is not recovering quickly, and remains very weak in sterling terms. The group made a full £35 million provision for its Cornish tin operations in 1985.

MS hits at bid

MS International, the mining equipment group, is urging shareholders to reject Dobson Park's increased £33 million offer, due to close on Friday. Mr Michael Bell, MS chairman, said it undervalued the company. *Tempos, page 26*

Ir£10m loss

Waterford Glass Group plunged to a pre-tax loss of Ir£10.3 million (£3.9 million) against a profit of Ir£23.3 million, due to the problems of a weak dollar and restructuring costs. *Tempos, page 26*

SUMMARY

STOCK MARKETS

New York	2072.61 (+5.47)
Dow Jones	
Tokyo	
Nikkei Average	25842.75 (-123.51)
Hong Kong	
Hang Seng	2594.80 (-8.0)
Amsterdam	250.3 (-2.5)
Sydney	1419.7 (-12.5)
Frankfurt	
Commerzbank	1436.7 (-7.7)
Brussels	
General	4962.4 (+8.6)
Paris	293.2 (-5.4)
Zurich	458.2 (-3.3)
London	
FT-A All-Share	944.07 (-1.83)
FT-100	1038.98 (-1.88)
FT Gold Mines	249.0 (+6.7)
FT Fixed Interest	97.52 (+0.28)
FT Govt Secs	90.28 (+0.14)
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MAIN PRICE CHANGES

RISERS	
Rossmore	667 1/2p (+27p)
Speyhawk	371 1/2p (+23p)
Helix Bar	323 1/2p (+15p)
Franklin	152 1/2p (+10p)
Courtesy Pope	232 1/2p (+27p)
RMC Group	468 1/2p (+11p)
Scapa	25 1/2p (+10p)
1 England	77 1/2p (+10p)
Lockers	180p (+10p)
Church	435p (+15p)
Sharpe & Fisher	225p (+18p)
FALLS	
Perrish	225p (-25p)
Henderson	700p (-25p)
Cons Gold	97 1/2p (-25p)
Prudential	857 1/2p (-20p)
TVS	302p (-18p)
GRE	912 1/2p (-11p)
Berkley Group	177 1/2p (-10p)
West Group	260p (-10p)
Closing prices	

INTEREST RATES

London Bank Base	8 1/4%
3-month Interbank	8 1/4% to 8 1/2%
3-month eligible bills	8 1/4% to 8 1/2%
buying rate	
US Prime Rate	8 1/4%
Federal Funds	5 1/4%
3-month Treasury Bills	5 7/8% to 5 7/16%
30-year bonds	10 1/4% to 10 1/2%

CURRENCIES

London	New York
£1.8310	\$1.8305
DM3.0871	DM1.9655
Sfr2.5652	Sfr1.4012
FF10.5253	FF15.7550
Yen232.54	Yen127.12
Index:77.1	Index:94.0
ECU 20.68614	SDR 10.747259

GOLD

London Fixing	AM \$448.40 PM \$447.90
close	\$448.00-\$448.50 (\$244.75-245.25)
New York	Comex \$448.50-\$449.00

NORTH SEA OIL

Brent (May) pm	\$14.90/bbl (\$15.29)
Denotes latest trading price	

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P&O goes full steam ahead

Shipping group brings in £275 million profit

By Colin Campbell

P&O, the diversified shipping, property and construction group which is threatened by an Easter ferry strike, saw its shares jump 16p to 605p yesterday after a £100.6 million leap in 1987 pretax profit to a record £274.7 million.

Sir Jeffrey Sterling, the chairman, said after outlining a year in which turnover rose £938.5 million to £2.92 billion, that "1987 was a year of consolidation and development".

"We enter 1988 from a position of strength and I am confident of our ability to make further progress," he said.

After last year's stock exchange listing in Tokyo and Australia, a New York quotation is being planned as are listings in Paris, Frankfurt and Amsterdam, Sir Jeffrey said.

The group, celebrating its 150th year, is raising the final dividend from 11.5p to 13p a share, making a year's total payment of 22p (19p), covered 2.1 times by net earnings of 47.1p a share.

There was a strong advance at the operating profits level by all main divisions, with housebuilding, construction

and development profits jumping from £50.2 million to £108.9 million, and profits from passenger shipping up from £19.5 million to £41.2 million.

P&O's service industries brought in £70 million, compared with £51.7 million.

Operating results now include 100 per cent ownership of European Ferries Group, and of P&O Australia. During 1987, P&O repeated a net £9.6 million (£1 million) from insurance company and investment dealing profits as

Comment.....27

well as the result of currency hedging operations.

The pretax profit is struck after a £7.3 million allocation to the group profit-sharing scheme, compared with a £4.4 million allocation in 1986.

Sir Jeffrey, in reference to the seamen's strike at Dover and development of the Channel tunnel, said: "In the face of unrelenting competition, in every group company commercial success, and thereby the welfare of employees, will only be achieved if we manage each and every business with total realism."

P&O disclosed that the triennial valuation of property interests has produced a £113 million valuation surplus. In addition, a profit of £29 million over book values was realized from investment property sales. Net asset value is 341p a share.

Bovis Homes and Bovis Construction achieved an "outstanding performance", and there were improved contributions from Earls Court and Olympia and Satecliffe Catering Group. P&O says demand for exhibition space is such that a big extension to Earls Court is under development.

The past year had been, however, a "year when we lived with tragedy," Sir Jeffrey added in reference to the Zebrugge disaster.

Since the year-end, P&O has placed an order for a new container ship costing an estimated £28 million for the Europe-Far East route, and has recently reached agreement with Sealand, the American container shipping group, whereby P&O is provided with economical capacity on the North Atlantic routes.

Lukman's silence sends oil price to below \$15

By David Young, Energy Correspondent

Mr Rilwanu Lukman, the president of the Organization of Petroleum Exporting Countries, was yesterday given an object lesson in the importance of the president's role when he single-handedly sent the world oil price downwards by doing precisely nothing.

The oil price dropped to below \$15 (£3.21) a barrel in most markets because Mr Lukman, who is the Nigerian oil minister, cancelled a press conference he had scheduled in Lagos to discuss internal developments in the Nigerian oil industry.

The world oil markets had hoped for a firm statement on Opec policy and when it did not come they reacted traditionally, by sending the price downwards.

It is clear that Dr Lukman had planned to use the conference to discuss Opec, but it is equally clear that he had no mandate to speak for the cartel

and announce any change in policy. His remarks were planned to be based on a strictly personal view of the current world oil market.

The Nigerian oil minister is one of the only three among the 13 oil ministers who form Opec who is politically acceptable to all factions within the organization, but, despite this, he has probably been the most effective chairman of the cartel and the most successful in keeping it united.

Because of the split among the Arab nations who form the majority in the cartel, only Nigeria, Indonesia and Venezuela are able to take the chair.

Dr Arturo Grisanti, the Venezuelan oil minister, was notably unenthusiastic during his period in the chair because of family illness and Dr Subroto, the Indonesian oil minister, has been more effective in committees of Opec.

In any case, Dr Subroto has this week stepped down in a

cabinet reshuffle within Indonesia and the country will be represented at the next Opec meeting by Mr Giandjar Kartasasmita, its new oil minister.

Mr Philip Morgan, the senior oil analyst at SG Warburg, the broker, said yesterday: "Unless Opec has something definite to say, it is best that as an organization it says nothing. Any sign of uncertainty or indecisiveness from the organization can only have a negative effect on the oil price."

"In any case the next full ministerial meeting is scheduled for June 8 and already traders are talking about the May price and some are doing deals for June delivery."

"In the second half of the year, prices should firm because of demand created by consumers of petrol and aviation fuels in the summer months and then re-stocking should start taking place."

Warrant for Ward's arrest issued

Bow Street Magistrates' Court, in London, has issued a warrant for the arrest of Mr Thomas Ward, the American lawyer and former Guinness non-executive director, in connection with the far-reaching scandal surrounding the drinks group, the Metropolitan Police said yesterday.

Scotland Yard declined to give further details, but it was understood that proceedings to extradite Mr Ward from the US are also imminent.

The Metropolitan Police has meanwhile received key evidence it requested from the Channel Islands concerning the £52 million payment made by Guinness to Mr Ward through Jersey banks.

New indicators suggest slowdown in growth

By David Smith, Economics Correspondent

The latest cyclical indicators for the economy suggest that a peak in activity was reached last autumn and that the economy will slow this year.

But officials at the Central Statistical Office emphasized that the figures were provisional and subject to revision.

The longer leading index for the economy, which is dominated by share price movements, turned down sharply in November and has been broadly flat since.

This index, which looks at movements in the economy 12 months ahead, is consistent with a slowdown in the economy occurring later this year, but limited in extent.

A slower pace of activity is also implied by the shorter leading indicators for the economy, which reached a peak last October and have declined since. This index points to an imminent slowdown in growth.

The coincident indicators for the economy were broadly flat in the second half of last year.

In spite of the expected slowdown in the economy, most forecasters, including the Treasury, expect Britain to have growth of about 3 per cent this year.

Last year, the economy grew by 4.4 per cent.



No boardroom split: Sir Ralph Halpern, chairman of Burton Group, with Mr Anthony Endcock, manager, opening the new Radius store in Kensington High Street, London (Photograph: John Rogers)

Burton gains 18% at half time

By Carol Ferguson

Interim pretax profits at Burton, the clothing retailing group chaired by Sir Ralph Halpern, continued their steady rise with an 18 per cent gain to £109.5 million. Turnover rose 21 per cent to £789 million and the dividend was increased by 0.4p to 2.4p net.

Sir Ralph said: "This performance was achieved in a period of uncertainty after the October stock market crash and in an economy in which retail sales grew by only 8 per cent."

The shares fell 6p to 255p. The company described as "nonsense" reports that there had been a boardroom split over a move to have Sir Ralph ousted. Mr Richard Harris, a non-executive director, confirmed that a confidential report had been produced but said there was no boardroom split.

Mr Michael Wood, the finance director, said he had "seen no suggestion that the chairman should play a less prominent role."

The group was unable to

elaborate on the progress of the Department of Trade inquiry into its affairs. Sir Ralph said Burton was supplying the department with information all the time, but that it was a private inquiry.

Sir Ralph said Burton had no involvement with the Guinness bid for Arthur Bell and Sons and the Distillers Company, that neither he nor Burton had had any dealings with Mr Anthony Parnes, the broker, and that the conduct of the Debenhams bid was proper in all respects.

Debenhams' sales rose by 26 per cent in the half year to £323 million, 41 per cent of the group total. Mr Wood said 5 per cent of the turnover increase was due to price inflation, and 1 per cent to the addition of space. The balance of 18 per cent was volume increases.

Sales in the fashion multiples, including Principles, Top Man, Burton's and Dorothy Perkins, rose by 18 per cent to £465 million. Of this, 7 per cent was like-for-like volume growth. *Tempos, page 26*

Prudential profits rise to £206m

By Alison Eadie

The Prudential Corporation, Britain's largest life assurance company, made pretax profits in the year to end-December of £206 million, compared with £178.1 million last time. A change in accounting policy, to include realized capital appreciation, inflated the pretax figure to £260 million against a restated £250.9 million for 1986.

Unfavourable exchange rates lopped £10 million off profits and the October hurricane cost £18 million net of reinsurance and £40 million gross. Mr Brian Corby, the group chief executive, said household insurance rates were likely to rise this year, but the level of increase has not yet been fixed.

The Prudential's burgeoning estate agency network, which boasts 700 outlets and is well on target for 1,000 by the end of next year, made its first profit contribution of £4.5 million after a loss of £2.1 million last time.

The 5.8 per cent increase in profit from the life side was lower than expected because of sterling's strength. Jackson National Life, the US subsidiary, made a first full-year contribution of £19.4 million pretax.

The dividend was raised to 34p from 29p.

The Pru has strengthened its reserves to cope with potential Aids claims. Mr Corby said Aids was a major uncertainty for life insurers, but the Pru had sufficient financial strength in its life funds to cover the likely costs.

Comment, page 27

Scottish Amicable joins in insurance bonus rate cuts

By Maria Scott

Scottish Amicable, a leading life assurance office, is to trim bonus rates after similar moves by its competitors. This reflects lower returns from both equity and income-bearing investments.

Even annual bonuses, with which life companies are reluctant to tinker, are coming down. Known as reversionary bonuses, once added they cannot be taken away. They track interest rates and play an important part in determining the level of pay-out on withdrawal policies.

Mr Maurice Paterson, the general manager of sales and marketing at Scottish Amicable, said yesterday that with interest rates lower now than for some years, it was no longer appropriate to continue with the old rate structure.

"Offices in general should have recognised this a year or two ago but I think we were all a bit macho," he said.

"If this goes on for a period of years we are adding less to our liabilities and leaving more in free reserves, so the office will be stronger."

Scottish Amicable has adjusted its reversionary bonuses so that the effect is felt in the early years of a policy's life. It has reduced its "first-tier" rates, those paid on the

sum assured, from 4.5 per cent to 4 per cent. Rates on the "second tier" - paid on accumulated bonuses - are increased from 5.5 per cent to 7 per cent.

"This will increase the reversionary bonus addition on policies effected before 1979 and slightly reduce it on those effected after 1978," the company said.

"This change in shape of reversionary bonus declarations more accurately reflects the income from our investment portfolio."

The new bonus rates are effective from April 1.



NAVIGATOR CLASS: top executive

BIC teams to focus on training and business creation

Campaign to revive inner cities

By Derek Harris, Industrial Editor

Business in the Community has launched a drive to expand the role of established businesses in reviving the inner cities and other disadvantaged areas.

BIC has more than 3,000 companies helping communities through involvement in about 300 local enterprise agencies, but fresh initiatives are now under way, principally targeted on improving training and business creation in the inner cities.

In the latest initiative, more than 50 business leaders have been formed into eight "target teams", which plan to demonstrate the practical contribution businesses may make in key areas such as urban regeneration, enterprise, education and training.

The BIC target teams will shortly be choosing the locations for their flagship projects, which will also include looking at hiring and training policies, assistance for small businesses and investments which could trigger inner-city regeneration. Localized purchasing from small suppliers by bigger companies will be another aim.

Among the team leaders are Mr Kent Price, the chief executive of the Chloride group; Mr Brian Corby, the chief executive of Prudential Corporation; Sir David Scholey, the chairman of SG Warburg, the merchant bankers; Mr John Neill, the chief executive of the Unipart group; Mr Claude Hanks-Drielsma, the chairman of the management committee of Price Waterhouse; and Mr David Rowland, the deputy chairman of Willis Faber.

BIC is also hoping to expand various neighbourhood economic development partnerships, some of which have now been running for about a year. At Finsbury Park, in north London, for example, the Dixons retail group has guaranteed permanent work to young unemployed people who have successfully completed its training course.

Another scheme, in Spitalfields, London, is aiming to encourage financial institutions to recruit staff from local training schemes.

Individual company initiatives include the provision by SG Warburg of nearly £250,000 towards the develop-

ment of managed work space for new businesses in Hackney, east London. United Biscuits, on Merseyside, has donated £170,000 a year, including the secondment of four managers, to help provide job skills for those living in the area. In the past financial year, United Biscuits spent £1.4 million on community help.

Rowntree, the confectionery manufacturers, has established a £200,000 interest-free loan fund to help in the renovation of shops, houses and other buildings at Calderdale, Yorkshire.

Sir Hector Laing, the chairman of BIC and of United Biscuits, said: "Increasingly, commerce and business have recognized that they must take a step forward to help in community regeneration, if only in their own trading interests, since a thriving community will buy more goods and services."

He added: "The change in the past three years has been dramatic, with the creation of so many initiatives but there is plenty of room for more. I believe the rate of change now will be progressive."

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TEMPUS

MSI battle against Dobson bid becomes a family affair

When your mother-in-law is backing you, you must be doing a good job.

Mrs Patricia Saïne yesterday snapped up 309,000 shares in MS International, lifting her personal stake in the company run by her son-in-law, Mr Michael Bell, to about 6.9 per cent.

Mr Bell, who was also buying on his own account (and snatching shares squeezed on to the market by the bidder, Dobson Industries) claims 22.5 per cent of the shares are now committed firmly against Dobson's 130p share offer.

But is it enough? With three days to go before the 3pm close on Friday, the City appears to have come down in favour of Dobson, but is far from unanimous. Mr Bell has fought every inch of the way, and if points were awarded for determination, the odds would swing MSI's way.

The industrial logic of matching Dobson's and MSI's mining equipment activities, whose products sell side by side in a £200 million and falling market, looks inescapable. Profit margins would benefit from the elimination of one set of marketing and distribution costs.

But MSI does not regard itself as a mining equipment company any more. Half its sales, and only a quarter of its profits, arise from its conveyors and face cutters, as the group has diversified into mechanical engineering and defence equipment, although here, as in mining supply, there is a worrying dependence on one product.

Unhappily, MSI is a company with a history of false dawns, and while the recovery looks more solidly based this time, doubts do persist. Can the momentum engineered in the past year be sustained over the next two?

Mr Bell's success is measured by the surge in the MSI share price from 79p to 130p since the day before Dobson launched its bid. Assuming MSI makes the £4.75 million its followers are looking for in the year ending April 1989, it can probably justify the 130p rating, particularly if Dobson is still sitting there with the 22

per cent it has picked up during the course of the bid. But the shares have exhausted their potential. The final count promises to be close, and while 130p or thereabouts is still available in the market, holders should take it.

But spare a thought for Michael Bell, who runs the risk of losing the company and incurring his mother-in-law's wrath at the same time.

Burton Group

The Burton Group's record speaks for itself. Over the past five years, earnings per share have risen by more than 25 per cent a year and dividends per share by more than 30 per cent a year.

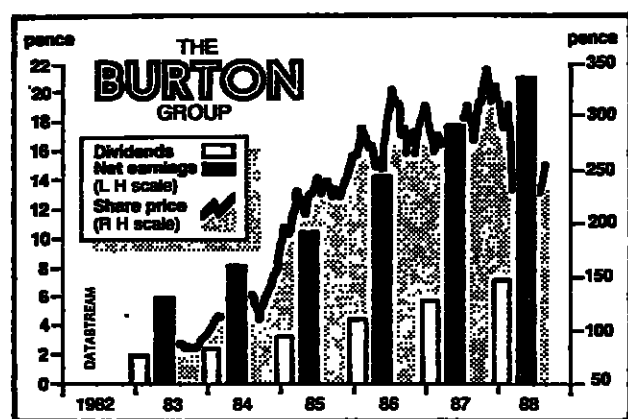
By any reckoning, this is a growth company which has expanded both organically and by acquisition to become the second-biggest clothing retailer in Britain's high streets. In the first half of this year it has continued the trend, chalking up a 19 per cent jump in pretax profits to £109 million, and an 18 per cent rise in earnings per share.

Its retailing strategy is to target sections of the market, defined by age, lifestyle or whatever, with merchandise in specific price brackets. The initial ideas can be test-marketed within its Debenhams stores, minimising risk.

Burton's expansion plans, aided by the Budget's boost to spending power and possibly also lower interest rates, should allow its sales to continue expanding.

It is unrealistic, however, to expect the group to keep growing at its historical dizzy rates. And perhaps it was with half an eye on maintaining its earnings progression that Burton decided to scale down the Debenhams modernization programme from £250 million to £180 million over the next three years. Major refurbishments, which are seriously disruptive to sales, have been reduced in number, replaced by more "mini-modernizations" and "updates."

Burton is still showing annual earnings growth of 18 per cent, yet its shares are standing at a 20 per cent discount to



the market. This is the sort of rating accorded to companies whose earnings are flat, or falling, not to one whose growth rate has perceptibly slowed but whose earnings are still growing faster than the average for its sector.

The DTI investigation, adverse publicity about Sir Ralph Halpern, the chairman, and questions arising about the conduct of Burton's bid for Debenhams in the wake of the Guinness affair, have cast a long shadow. These worries have been overcome.

Beazer

Brian Beazer is fighting a battle on two fronts. He is waging a £888 million takeover bid for Koppers, the US aggregates group. And he is endeavouring to win the support of the City which, judging from an analysts' meeting yesterday, is still not happy with the financing package put together to mount the bid or what might happen if the US goes into a deep recession.

But first the good news. Mr Beazer was able to unveil a fine set of half-time figures for Beazer, which has become a leading international contracting group and the country's fifth largest housebuilder. During the first six months, it made pretax profits of £42 million, a 74 per cent rise. Earnings per share rose 20 per cent to 9.05p.

All the operations, at least in this country, are doing well. The underlying buoyancy in the construction industry has fed through to all operations — housebuilding, property de-

velopment, construction and building materials.

Beazer has pushed up house completions by 12 per cent in Britain, with the property boom boosting the average house selling price from £45,887 to £55,400. Profits of the homes and property division went up from £18.2 million to £27.8 million although the much smaller US side was not as profitable as the domestic one.

In the construction division there are signs of better margins coming through throughout the country, with profits rising from £4.8 million to £5.6 million. A shortage of the right kind of staff could be the only constraint to growth.

Building materials is starting to benefit from the acquisition of Gifford-Hill, the US cement operation and the division made the strongest advance with profits up from £7.8 million to £20.4 million.

The rest of the year — and indeed well into next year — looks good for Beazer but the stock market still feels edgy about the Koppers bid although Mr Beazer went some way yesterday to dispel some of the "misconceptions".

There are risks, but the potential rewards are great. The shares, at 181p yesterday, should be held.

Waterford

The precipitous fall in the value of the dollar forced Waterford into a restructuring that, by its own admission, had been overdue for 20 years. The treatment has been

short and sharp, with everything taken in one year rather than phased over a few years. The results were exceptional: costs of £14.8 million (£12.8 million), caused by excess production costs and stock provisions and extraordinary costs of £235 million, relating to voluntary redundancy, early retirement and productivity payments offset by a £25.1 million gain on the sale of Aynsley China.

Even before the painful restructuring costs, Waterford crystal made a trading loss of £18.7 million against a previous profit of £17.3 million. Crystal sales in the US fell by 4 per cent in the first half, but could not recover in the second half, when US demand bounced back, because of supply problems caused by the restructuring. The weak dollar affected sales to American tourists in Britain and Ireland throughout the year.

Wedgwood, the recent acquisition, in for the first full year, also had to bear its share of the restructuring, shedding 986 jobs against the 1,005 redundancies at Waterford. However, it also managed to make record trading profits of £25.1 million and its factories are working flat out.

The streamlined group, which is now in shape to cope with the dollar at its present levels, is concentrating its efforts on selling more china and crystal all over the world. Dollar business still accounts for 30 per cent of group sales and the biggest opportunity remains in the US for Wedgwood china, where Waterford believes it has never been properly marketed. Waterford's crystal sales in America are twice the value of Wedgwood's sales.

Conversely, Waterford has a great deal of ground to make up in Japan.

The current year has started promisingly with Waterford's US sales 20 per cent ahead and demand for Wedgwood strong. The British Budget could persuade former high tax payers to spend some of their gains on fine china.

Waterford maintained its final dividend at £1.68p despite the upheavals. The shares were unchanged at 73p.

Investors on sidelines as worries continue over Wall St prospects

Investors on the London stock market were keeping an anxious eye on Wall Street, still worried by the prospect of further falls following its recent strong run.

Share prices in London made a hesitant start in the wake of the 20-point fall in the Dow Jones industrial average overnight and attempts at a rally were spoiled by another steady performance by the pound on the foreign exchanges. A firmer start to trading on Wall Street did little to reassure doubts and prices were left to drift gently lower.

As a result, investors remained entrenched on the sidelines, unwilling to commit themselves ahead of Friday's trade figures.

But brokers were keeping a stiff upper lip. They claim that the downturn remains firm and that further progress will be made over the next three weeks.

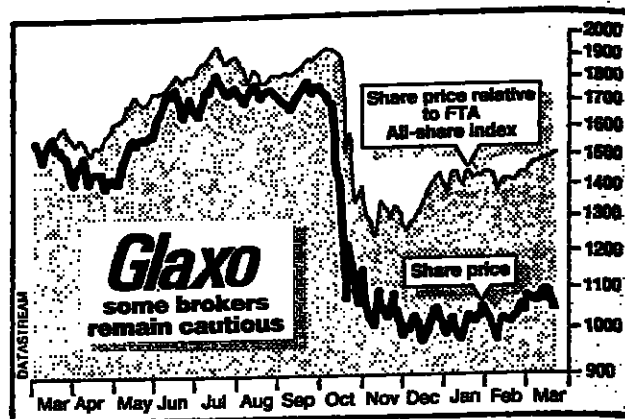
There were still plenty of situations for traders to sink their teeth into. These included an exceptionally long list of companies reporting, boasting such names as P&O, up 19p at 608p despite the threatened strike by the National Union of Seamen, Burton Group, down 7p at 254p, and Prudential Corporation, 17p lower at 864p.

But after fluctuating in narrow limits throughout the day, the FT-SE 100 was 4.3 points down at 1,836.8 by 4pm. Selling pressure was again described as light with market-makers experiencing little difficulty in mopping up available shares. By 4pm, a total of just 313 million shares had been traded on the Stock Exchange's computerized trading system (Seaq).

A few selective gains in companies like P&O was enough for the narrower FT index of 30 shares to end the afternoon 1.2 points up on the day at 1,463.9.

Government securities reflected the firmer pound, closing with gains stretching to almost 1/2% at the longer end in thin trading.

Leading shares had a more settled appearance with ICI 3p better at £10.48, while Allied-



Lyons rose by 2p to 375p and British Aerospace hardened 1p to 376p.

But oil shares were dull, worried by the prospect of another oil price war. Analysts are still worried about the weak oil price and overproduction among the Opec member states. Falls were seen

Interim results from Pacific Sales Organisation, the leather goods importer, revealed impressive profits of £695,000. BZW, the broker, says the acquisitions of Westcoast and Cyprian was a good move and is looking for profits in the full year to grow from £700,000 to £2.8 million.

In Burmah, 4p to 514p, BP, 5p to 275p, the partly-paid, 2p to 77.5p, Enterprise, 7p to 340p and Shell, 11p to £10.62.

Ultramar, where Sir Ron Brierley's IEP Securities owns a 13 per cent stake, spent a volatile session. Stories circulating in the market earlier this year claimed that Premier Consolidated Oilfields had bought a 2 per cent stake after selling its holding in Tricentral. Some dealers reckon that Premier has since been adding to that holding.

But others are less enthusiastic about Ultramar. Miss Juliet Sychrava, an analyst at SBCI Savory Mill, the broker, is urging clients to sell the shares. She expects limited earnings growth from the group's LNG business this year and is worried that upstream oil earnings will be depressed by the weaker dollar. She says: "Any share price

movement is likely to be driven by speculative interest."

Glaxo was again a dull market but managed to close above its worst levels of the day, restricting the fall to just 5p at £10.56. On Monday night, the company paid a visit to Citicorp Scrimgeour Vickers, the broker, which remains cautious on the short-term outlook.

Scrimgeour says that the shares look dull with margins under pressure. It could be 1991 before any pick-up is seen and as the first generation of new drugs start to filter through. But further price erosion is expected before then from competitive and government pressures.

Earlier this month, the group reported interim figures showing pretax profits climbing from £376 million to £397 million. Scrimgeour is looking for a full-year figure of £810 million. That compares with £746 million last time.

A rival, Merrill Lynch, the New York securities house, also takes a cautious view of short-term prospects for Glaxo and expects sales growth to fall from 20 per cent to 13 per cent soon.

It looks as though Amersham International is about to hit the takeover trail. The shares held steady at 496p after the company announced plans to enter the industrial microbiological testing market aimed at checking food, dairy and other products for bacterial contamination such as salmonella.

Michael Clark

Record Results Again

INTERIM RESULTS 1988

Since 1981 the Burton Group has announced record results at both the interim and preliminary stages.

The 1988 interims are no exception.

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- DEBENHAMS FASHION STORES SALES UP 25.6%
- PROFITS UP 18.8% TO £109.5M
- EARNINGS PER SHARE UP 18%
- INTERIM DIVIDEND UP 20%
- CAPITAL EXPENDITURE UP 26% TO £85M

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Successfully Managing Change.

DEBENHAMS-BURTON-TOP MAN-PRINCIPLES-PRINCIPLES FOR MEN-DOROTHY PERKINS-TOP SHOP-EVANS-HARVEY NICHOLS-CHAMPION SPORT

Pleasure
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Pleasurama profit advance trimmed by interest charge

By Our City Staff

Pleasurama, the casino and amusement machine operator which is fast becoming a leading force in the leisure industry, yesterday reported profits before tax for last year up from £42.3 million to £44.3 million.

A first-time interest charge of £4.4 million held back the advance in profits, despite a sharp increase in turnover, from £191 million to £241 million.

Mr Nat Solomon, the chairman, said he was pleased with the outcome, which was achieved during a year when Pleasurama took steps to expand out of its traditional casino base.

He said the company is now intent on "achieving above

average growth in earnings in the future."

The shares rose 6p to 192p on the stock market.

The five London casinos, which include Maxims, the Clermont and Victoria, still remain the powerhouse of the group, although profits slipped slightly from £13.6 million to £13.4 million, reflecting a disappointing first half.

The current year has made a good start although the company is not expecting a return to the halcyon days before 1986.

The 19 provincial casinos continued to benefit from improvements and chipped in £1 million more at £6.7 million.

Pleasurama has built up a portfolio of 44 hotels comprising 3,500 bedrooms, which is becoming one of the most significant assets for the group.

Profits - including a contribution from the coach-based holidays business which carried 550,000 passengers last year - rose by £3 million to £9.3 million.

The acquisition of the Thermae Palace Hotel in Ostend, Belgium, marked Pleasurama's first move into the Continent which it believes offers "unlimited growth potential."

The group's Associated Leisure division - taking in more than 40,000 amusement machines - stepped up its contribution from £10.9 million to £11.7 million.

A number of acquisitions were made during the year and more are likely.

Pleasurama's takeover last October of President Entertainment has established a foothold in the restaurant business, helping to boost the contribution from catering and general leisure to £4.3 million compared with £800,000 previously.

"It is our intention to expand significantly our restaurant and related leisure operations and we expect to announce several significant and exciting projects during the course of 1988," Mr Solomon said.

An increased final dividend of 4p makes a total for the year of 6p, up from 4.875p.

Geest's profits ripen to £14m

By Colin Campbell

Geest, the bananas, tropical fruit and vegetables group in which the Kuwait Investment Office has a 15 per cent stake, may have been short of bananas in 1987 because of a drought in the Windward Islands in the first half of the year, but it was not short of cash.

Net balances rose from £600,000 to £20 million in the year ended January 2, making the group ripe for acquisitions.

Helped by a strong performance in the food preparation division, and a further advance by fresh produce, group pretax profit rose from £8.53 million to £14.1 million.

After the sale of discontinued activities, including the elimination of £32 million of sales to Fine Fare which did not contribute to profit, turnover was £391.4 million, compared with £421 million.

Pretax profits include an exceptional £1.56 million generated from the sale of land and buildings.

A final dividend of 2.1p a share makes 4p for the year, compared with the 3.2p which would have been paid for 1986 had the company been listed for the whole year.

Mr Charles Bystram, the chairman, said the growth in net surplus funds enables Geest to take advantage of growth opportunities available during 1988.

He said this year had started well, and forecast "another set of very satisfactory results for 1988".

The shares were 1p easier at 239p.

COMMENT David Brewerton

P&O's rating offers striking good value

One of the age-old tricks practised by successful builders of vast corporate empires is in finding "situations" where the parts are worth more than the whole. Few entrepreneurs know that better than Sir Jeffrey Sterling, chairman of Peninsular and Oriental Steam Navigation Company, whose first major step down the takeover road, nearly two decades ago, was the acquisition of AW Gamage, the High Holborn department store. Gamage was worth more as a site than as a store: the management fought but could not win.

So Sir Jeffrey will be amused about, but probably not frightened of, the irony of the current market standing of P&O, which would appear to be worth more in parts than the valuation of the whole. The arithmetically neat £100 million profits increase to £275 million highlights the earnings capacity of P&O's collection of businesses, while the property revaluation draws attention to the steady growth of the value of investment property.

But if the two parts of the business were to be valued independently, they would add up to substantially more than the share price. The group is currently capitalised at some £2.25 billion. The property portfolio alone is worth, even allowing a discount, the best part of a billion pounds and after stripping out the rental income which the properties

generate, the remaining P&O interests could produce taxed profits approaching £200 million this year. Put that on an average rating and P&O looks to be undervalued by around a third. Such is the price of being a hybrid in a stock market still hooked on simplicity.

That said, P&O is hardly a sitting target. The profits increase was just above the targets of most analysts and moved the shares 16p to 605p. The house building, construction and development activities stole the show by doubling profits for the second year in succession: some slowing has to be expected this year. Service industries, incredibly brought on board a decade ago as a side issue to a property deal, are rattling along but passenger shipping, currently under the cloud of industrial action, is disappointing, probably a reflection of the Zebrugge tragedy.

In the current year, much will depend on currencies and the length of the strike. But taking neither an extremely pessimistic nor an impossibly optimistic line on both suggests that the group should ship profits of £315 million before tax, pushing earnings per share ahead by 15 per cent or so to 54p. That would leave the shares standing on a decidedly substandard rating for a group where the quality of earnings is well above average. Investors should follow the old adage and buy on the strike.

New problem for auditors

Insurance company accounting is becoming ridiculous. The Prudential is the latest to take capital gains as well as the usual income into the results of its general (non-life) insurance business, pushing group pretax profits up £36 million to £242 million. That is as big as the profit growth over the year on the new basis, so the method is hardly a matter of detail.

Prudential has adopted its own twist. It has included both realized and unrealized gains - averaged over five years - in its divisional results for general insurance, while including only realized gains in the group figure since these alone are available for payment of dividends.

Among the field, Commercial Union and latterly Legal & General bring in realized gains, Eagle Star brings both into the BAT accounts while Royal includes a figure for gains in its accounts but not in the profit and loss account. Companies have to make decisions. It is the accountants who need to sort out the mess in consultation with the Association of British Insurers, which has no guidelines. After their embarrassment over the big banks' accounts, you would think the auditors might be keener to take the initiative.

The market was annoyed that the Pru, unlike Legal & General, had given it no

warning of the change. But the 23p fall in the Pru's share price to 858p yesterday reflected disappointment over the sluggish growth in profits from the dominant life side of the business, up less than 6 per cent to £154 million. The Pru is being energetic at switching to the new types of business through its Prudential Holborn division, but it is hard to replicate the dominance of the old industrial business and turn such a big ship quickly. The Holborn side showed a loss after special £6 million transfer to reserves to meet extra expenses (but only £500,000 for Aids).

On a crude comparison, life premium income was actually down, excluding Jackson, the American acquisition. But this partly reflects sterling strength and the ending of an unprofitable Mercantile & General Reinsurance contract. Business growth is much better than the gross figures suggest. M&G will bear the brunt of Aids provisions (£170 million of provisions over two years), but this does not yet seem to be a threat.

Meanwhile, being an old-established company has its virtues, not least in recoveries of pre-1982 capital gains tax after the Budget. Alan Curtis of BZW expects the Pru to deliver a more straightforward 20 per cent gain in earnings and 15 per cent higher dividend for 1988.

MBS bid to raise £21.5m

By Our City Staff

MBS, with a gearing level of 114 per cent at December 31, is to raise £21.5 million net via a placing, with clawback provisions, to redress its balance sheet and allow it to fund expansions.

The microcomputer distribution group, is placing 29.8 million shares at 75p each, and ordinary shareholders can subscribe on the basis of two for five.

Loan stockholders may apply on the basis of 31 new shares for every £100 of loan stock held. After the placing, MBS's gearing will be eliminated.

MBS, coming out of two years of reconstruction, achieved pretax profits of £5.15 million in the year ended December, compared with a restated £1.59 million previously, on a turnover which rose from £106.8 million to £136.1 million. The dividend is doubled, to 1p a share.

There are extraordinary items totalling £1.21 million taken below the profits line and primarily associated with reorganization costs and a write-down on shares bought in an unidentified target company whose market value has fallen since Black Monday.

Mr Owen Williams, the chairman, says the group had performed strongly in the first quarter of the current year, and the board is confident of prospects for the year as a whole. MBS is now well placed to undertake further substantial expansion, he adds. The shares were unchanged at 83p.



Focus on Koppers: Brian Beazer who attacked 'misconceptions' about hiding borrowings

Beazer hits out at bid critics

Mr Brian Beazer, chairman of the Beazer housebuilding and construction group, yesterday hit out at suggestions that he had set up a complex financial package to bid for Koppers, the US aggregates group, in order to hide the borrowings from his own balance sheet.

Mr Beazer, who was reporting a big jump in half-time profits for his group, reacted sharply to what he called "misconceptions" arising out

of the £888 million takeover bid.

He said the bulk of the borrowings raised to fund it were not guaranteed by Beazer and would never be unless the board wanted to do so.

The financing scheme, whereby the bid is mounted through a 49 per cent-owned associate company, BNS, was intended to protect shareholders from having to fund the

takeover. "There is no attempt to hide the figures," he said.

Mr Beazer said he had received no response from the Koppers chairman, Mr Charles Pullin, who had been told at the weekend that Beazer intended to raise its terms from \$45 to \$56 a share.

Mr Beazer reported pretax profits of £42 million for the first half of the year, a rise of 74 per cent. *Tempus*, page 26

Oriflame in £43m sale of jewellery chain

By Alison Eadie

Oriflame International, the Swedish-based, direct-selling cosmetics and retail jewellery group, is selling its British Goldsmiths jewellery chain for £43 million to a consortium led by Goldsmiths' management.

Goldsmiths was acquired a year ago for £42 million and its hotel and insurance divisions were sold last summer for £35 million.

Oriflame will repay to Goldsmiths £13 million of inter-company debt.

The sale price represents £8 million more than estimated net assets.

Oriflame will use the sale proceeds to expand the cosmetics direct sales operations into new markets worldwide, particularly in the Far East.

It will also establish a new mail order idea marketing another brand of cosmetics called "Vevay," which has been developed and successfully tested by the company over the past two years.

Stanhope profits rise to £1.3m at half time

By Maria Scott

Stanhope Properties, the property development company which came to the Unlisted Securities Market last October, raised pretax profits in the six months to December by 76 per cent to £1.3 million.

About a quarter of this - £328,000 - came from interest earned on money drawn in from the flotation, a tender offer which was 11 times subscribed.

Stanhope repeated that its main aim was to increase the value of net tangible assets. At

this stage in the company's development, this was not reflected in the profit and loss account.

In line with its strategy and as forecast at the time of the flotation, there is no interim dividend.

Activity since the end of the half year includes the acquisition of a long leasehold interest in 1 London Wall, which has been let short term to the Stock Exchange, pending planning consent for redevelopment.

New role for the Duchess

Perhaps it is just as well that the Duchess of York has given up her job in publishing - for, in addition to her royal duties, she is now about to have bestowed upon her the "duty" to "burn bad books". Next week she is, I hear, being enrolled as an honorary freeman of one of the City's historic livery companies, the Worshipful Company of Stationers and Newspaper Makers, which will apparently bestow upon her the aforementioned duty. Her enrolment is a rare honour, bringing the total number of honorary freemen of the Company to just three - the other two being the Prince of Wales and Sir Edward Pickering, former chairman of Mirror Newspapers, one-time editor of the *Daily Express*, and now vice-chairman of Times Newspapers. "We invited her because she used to be employed in publishing and she has supported us in the past," says Company spokesman Dr Ingram Lenton. "We don't burn books any longer, I'm afraid, but she will have to go through a rather old-fashioned ceremony, and then she and Prince Andrew will dine with members of the Worshipful Company's Court." Dr Lenton, who retired as chairman of Bowater last year, does not allow the Company to take up too much of his time, however. In the past year he has accepted seats on no fewer than six boards, including the Crown Agents and fully-quoted Chapman Industries. "You're too young at 60 to

THE TIMES CITY DIARY

Parnes, making cents

How are the mighty fallen. Tony "The Animal" Parnes, who not so long ago pocketed millions each year from his investments in British industry, has had to adjust to a radically different lifestyle in Los Angeles. Terminal illness has left him a shadow of his former self. Parnes may have won himself many friends among his fellow pre-trial inmates by advising them on their own investments, but the prison authorities see his stock-broking skills as being of little

hang up your boots for ever," he tells me. Continuing the sporting analogy, he adds: "It is a bit like when you give up rugby - you do not stop altogether, you take up something like golf instead."



"The City is so quiet you could hear a bank rate drop"

practical use, and have relegated him to the kitchens. While experienced tradesmen such as carpenters, electricians and plumbers can command the top salary of 38 cents an hour, Parnes is understood to have been earning the rock bottom rate of 11 cents an hour. This means that he has earned the grand sum of \$103.84 since he was detained last year - but with board and lodging, of course, thrown in free.

Dead line

The week's least convincing excuse has come from Dumbo Oruobo, the head of public relations for Nigeria's National Petroleum Corporation, who had to explain why Rilwanu Lukman, the Opec president and Nigerian oil minister, had cancelled a press conference on how to deal with the organization's oil price crisis at a few minutes' notice. "This became necessary because of other engagements that required priority attention," Oruobo's statement read. To destroy any remaining credibility, he added that "a new date, time and venue will be announced and communicated to the media, as soon as a decision is reached". Thereafter, the oil price, on which Nigeria's economy and standard of living depend, fell by 2½ per cent.

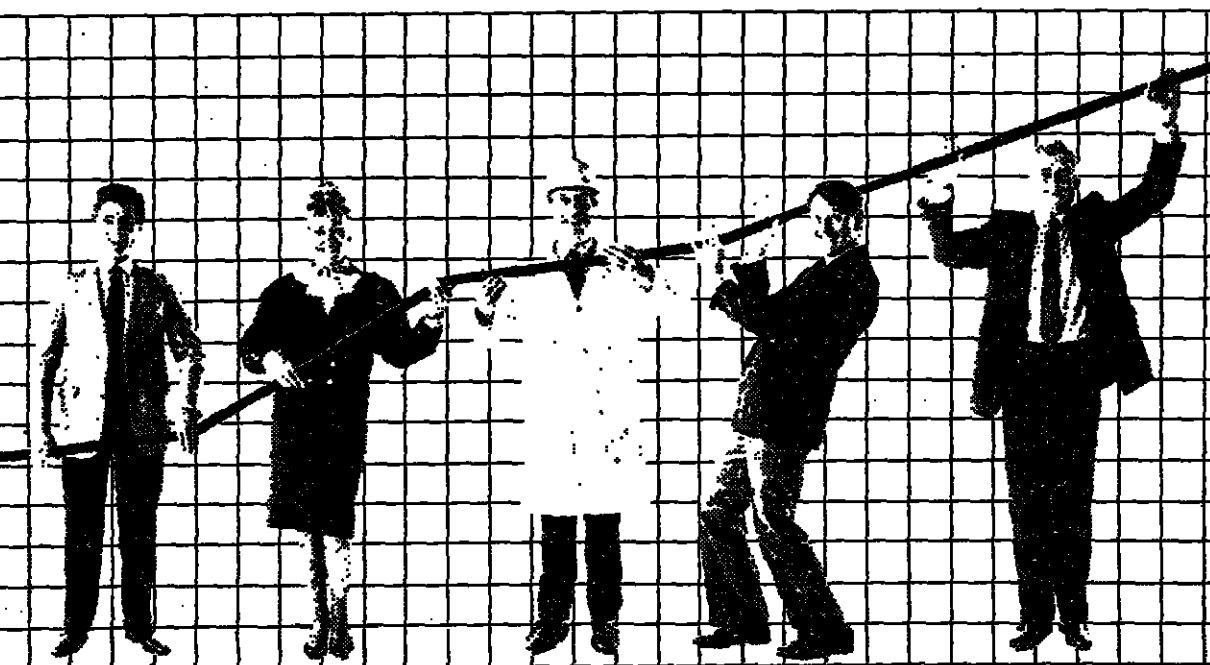
Stevenson rockets

Kleinwort Grieverson's new building team, Jamie Stevenson and Andrew Bell, goes into operation tomorrow, having spent the past three months in quarantine after resigning from Wood Mackenzie. Stevenson, who moved into the City a couple of years ago, has soared into the top three in surveys of building sector analysts. Indeed, in last month's Consensus Research survey, his position matched that of established industry guru, Angus Phaure. Ironically, Phaure, from County NatWest, would have been working alongside Stevenson had not the latter chosen to move on. The team's re-entry has come right in the thick of the sector's reporting season and, lest clients forget that they are back, two hefty directories will, I am told, be landing on institutional desks within the next 48 hours. One, entitled *The New Faces of Building in Britain* is a company-orientated review of the building materials sector, with industry projections for this year and next. The other will detail what to expect by way of results from those companies which have yet to reveal their figures.

● Ivan Boesky, who will begin his three-year jail sentence in California tomorrow, is also being haunted by the dreaded IRS. He and Seena, his wife, are due to appear in the US tax court in May to defend charges of not paying \$591,477 (£324,000) in taxes in 1977.

Carol Leonard

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Is Rover barking up the wrong tree?

The City was taken aback when Lord Young, the Secretary of State for Trade and Industry, announced on March 1 that British Aerospace was negotiating to take over Rover, the state-owned car group. Yet within days analysts were seeing industrial logic in the move. Executives from both companies, together with Lord Young, flew to Japan to talk to Rover's partner, Honda. Then Rover produced dramatically-improved figures, with its first operating profit since 1983 and its best financial performance in a decade. Daniel Ward reports that scepticism remains even though BAE's proposals have moved into top gear.

The British Aerospace-Rover bandwagon is rolling faster than had been predicted when the astonishing takeover bid was announced. Professor Roland Smith, BAE's chairman, has helped the City "understand" his thinking on Rover, and with absurd speed the state-owned company, the bone of several previous governments, is being hailed as the profit-earner set to help out BAE in the next few years.

In the past, the Land-Rover strike would have deterred bidders or at least taken the shine off things, but this takeover has been given star billing. The perfect political solution has become an excellent commercial one. However, we should be concerned that in five years' time attention may turn to whether it was really the best industrial solution for Rover, now being rushed into BAE's arms by two enthusiastic chairmen and politicians who cannot believe their good fortune.

Rover's recovery is being taken as read yet heavy launch costs for the R8 (a family of mid-size models to replace the Maestro and Rover 200) next year and the replacement Metro in 1990 will delay any significant profits until 1991-92. Profits must reach £300 million a year if Rover is to replace new models at the heady pace forced on European car makers by the Japanese.

Land-Rover's needs are often overlooked because the Range Rover is bringing in handsome profits. But the Solihull branch has no recent experience of developing models; the Range Rover has not changed substantially since its launch in 1971. The tough Japanese competition will not give Land-Rover a second chance if new models are not up to the mark. Can Land-Rover afford the new engines and models it needs? BAE has given an undertaking to "keep and develop" the



Problem solver: Professor Roland Smith, the BAE chairman

Austin Rover business - it would have preferred just Land-Rover - for five years but the level of Honda involvement is open to question. The precedent for simply "badge engineering" Hondas has been established with the Rover 200, née Honda Balade, which is Austin Rover's

strong partners who only know how to collaborate on their terms.

Ford, the only likely rival bidder for Rover, fears more than anything the state-owned car maker becoming a bridgehead for Honda in Europe. It protested at Nissan being given £100 million of government money to build cars at Washington, near Sunderland, £400 cheaper than is possible at Dagenham and Ford has the most to lose if Honda becomes the strong hand in the Rover glove.

Mr Graham Day, Rover's chairman, has countered criticism of the takeover, saying the concept is years ahead of the expected merger with another car maker. But European car chiefs are dismissive of the industrial logic of the BAE bid. BAE offers few if any advantages for Rover.

The car maker needs to improve output to fill under-utilized plants and increase the economies of scale for large components. The new Metro will have the lowest production volume of any European rival. No mention has been made that Rover effectively has one car plant too many and must close the Cowley south works within four years.

A merger with a car group could have been expected to improve Rover's purchasing clout and reduce component costs, yet there is no realistic hope of achieving this with a plane maker. Which brings us

to the synergy argument that Lord Young wielded enthusiastically from the outset of the bid.

The manufacturing area is said to be the most important for swapping technology and experience, yet the two businesses are worlds apart. BAE makes three pairs of Airbus A320 wings a month; Austin Rover makes three Metros every 3.4 minutes and the same number of Rover 800 executive cars emerge from the production line every eight minutes.

For all the talk about Austin Rover's advanced production technology, it is only now building cars to an acceptable quality standard. Bright ideas, such as sniffing robots for checking water leaks in cars, have been a miserable failure. The influx of young engineers is more important than the hardware on the shopfloor at present.

Experts who have studied previously acclaimed synergies say that what was advocated in the boardroom has been rarely realized on the shopfloor. Companies such as Mercedes primarily buy aerospace operations as part of a diversification programme. If there are benefits they are modest and take 10 years to come through.

The emergence of a realistic rival bid is the best hope for a tough review of the proposed BAE takeover and for the taxpayer to see this considerable asset go under the hammer for a respectable sum.

Growth outlook at car component firms 'threatened'

By Our Motor Industry Correspondent

Almost half the 60 top vehicle component makers in Britain are foreign-owned and the growth prospects for British companies will be hit by the expected increase in the number of Continental and Japanese component factories in this country.

These are the conclusions of a study on the British motor components industry by the Economist Intelligence Unit, which gives warning that despite the recovery in vehicle output in Britain, "many of the UK companies are now undercapitalized and will not be able to keep at the forefront of technology; the growth in exports will be limited."

The pressure on surviving firms is intensifying despite the shakeout in the British components industry in the early 1980s. In his foreword, Mr Garel Rhys, professor of motor industry economics at Cardiff Business School, says the British content of locally built cars has fallen from almost 100 per cent in 1978 to 50-80 per cent in 1988.

This has hit hardest the component makers which are expected to provide the technology for new components and supply not just parts but built-up sub-assemblies direct to the production line.

Yet of the 60 companies with an automotive turnover

of more than £10 million, only 31 are British; 23 are American, one Swedish, one French, one Italian and one Japanese.

When many observers believe only world class suppliers will be able to meet the needs of the leading car makers to survive in the 1990s, the EIU argues that "there will continue to be a place for the highly specialized, smaller component manufacturer."

There are only five British suppliers - Lucas, GKN, T&N, Pilkington and BSA - which could claim global standing. But the report says: "The conclusion is inescapable that the UK original equipment components industry is not strong enough to reverse its long-term decline."

More than half the British companies in the report are "either too undercapitalized to do what is required to win orders on any scale abroad or they are subsidiaries of US companies which may not intend their UK subsidiaries to cultivate more than the UK market, as they may have the own Continental operations." *The UK Automotive Components Industry: An Assessment of its Structure, Changes, Foreign Participation, Product Areas, Sales Performance and Prospects.* Published by the Economist Intelligence Unit, 40 Duke Street, London W1A 1DW. Price £150.

PRUDENTIAL CORPORATION INCREASES PROFIT AND DIVIDEND.

RESULTS 1987

	1987 £m	1986 £m
Profit before tax:		
Life, pensions and other long-term business	153.9	145.5
General insurance business	41.0	18.3
Investment management (UK)	6.4	1.4
Unit trusts & PEPs	6.1	4.6
Estate agency	4.5	(2.1)
Shareholders' other income	48.1	83.2
	260.0	250.9
Transfer to revaluation reserve	(17.6)	(44.4)
Total profit before tax	242.4	206.5
Tax and minority interests	(67.9)	(72.4)
Profit attributable to shareholders	174.5	134.1
Earnings per share	47.9p	39.3p
Dividend per share	34.0p	29.0p
Policyholders' bonuses	£992.6m	£977.4m

The abridged income statement for 1987 is an extract from the latest accounts. These accounts have not yet been delivered to the Registrar of Companies, nor have the auditors reported on them. Accounting policy: This year, for the first time, the results for general insurance and shareholders' other income include investment gains averaged over the last 5 years. The figures for 1986 have been adjusted accordingly.

LONG-TERM BUSINESS

Underlying growth of profit was masked by the strength of sterling. Changes in United Kingdom bonus rules produced improved proceeds on longer duration policies.

GENERAL INSURANCE BUSINESS

There was a significant improvement in the United Kingdom despite substantial bad weather claims. Better motor results reflected the corrective action taken in recent years. The increase in profit from international business was held back by storm damage in Canada and Europe. Reinsurance profits were substantially higher than in 1986.

INVESTMENT MANAGEMENT (UK)

The strong rise in profit reflected the increased value of funds under management and the benefit of fees related to investment performance.

UNIT TRUSTS AND PEPs

The results benefited from unit trust sales which more than doubled.

ESTATE AGENCY

The estate agency chain more than doubled in 1987 and now has over 700 branches. The aim is to achieve complete coverage of Great Britain through a network of around 1,000 outlets before the end of 1989. The growth of profit was inevitably held back by the initial effects of rapid expansion.

SHAREHOLDERS' OTHER INCOME

The reduction in shareholders' other income was mainly due to a £25m increase in the interest on borrowings made to finance the acquisition and expansion of Jackson National Life and Prudential Property Services.

Copies of the Annual Report will be available on 28th April from the Registrar's Department at the address below.

PRUDENTIAL CORPORATION PLC,
142 HOLBORN BARS, LONDON EC1N 2NH.

* Earnings per share increased by 22% to 47.9p

* Dividend increased by 17% to 34p per share.

* Pre-tax profits increased by 17% to £242m

* Good underlying growth in long-term business.

* Substantially higher profit from general insurance.

* Increased profits from investment management.

* Substantial increase in unit trust sales.

* Rapid progress in development of estate agency operations.



PRUDENTIAL CORPORATION

LONDON TRADED OPTIONS

Option	Call	Put	Option	Call	Put
Alco Lyons (1975)	330 50 57 80 3 8 9	100 10 15 15 2 10 2	Glaxo (1987)	550 135 165 14 35 35	100 10 15 15 2 10 2
B&S (1985)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	Heron (1987)	480 45 62 62 12 12 12	100 10 15 15 2 10 2
B&S (1987)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	London (1987)	220 45 50 50 10 10 10	100 10 15 15 2 10 2
B&S (1989)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	Midland (1987)	380 42 52 52 12 12 12	100 10 15 15 2 10 2
B&S (1991)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	Sevens (1987)	120 34 38 38 10 10 10	100 10 15 15 2 10 2
B&S (1993)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	Tesco (1987)	140 30 33 33 10 10 10	100 10 15 15 2 10 2
B&S (1995)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	Thorn EMI (1987)	500 97 147 147 10 10 10	100 10 15 15 2 10 2
B&S (1997)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	Unilever (1987)	500 97 147 147 10 10 10	100 10 15 15 2 10 2
B&S (1999)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	Woolworth (1987)	480 42 52 52 12 12 12	100 10 15 15 2 10 2
B&S (2001)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (1987)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2003)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (1989)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2005)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (1991)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2007)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (1993)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2009)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (1995)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2011)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (1997)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2013)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (1999)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2015)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2001)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2017)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2003)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2019)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2005)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2021)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2007)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2023)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2009)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2025)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2011)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2027)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2013)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2029)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2015)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2031)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2017)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2033)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2019)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2035)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2021)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2037)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2023)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2039)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2025)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2041)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2027)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2043)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2029)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2045)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2031)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2047)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2033)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2049)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2035)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2051)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2037)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2053)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2039)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2055)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2041)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2057)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2043)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2059)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2045)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2061)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2047)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2063)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2049)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2065)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2051)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2067)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2053)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2069)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2055)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2071)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2057)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2073)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2059)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2075)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2061)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2077)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2063)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2079)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2065)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2081)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2067)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2083)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2069)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2085)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2071)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2087)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2073)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2089)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2075)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2091)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2077)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2093)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2079)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2095)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2081)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2097)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2083)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2099)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2085)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2101)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2087)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2103)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2089)	100 10 15 15 2 10 2	100 10 15 15 2 10 2
B&S (2105)	350 50 57 80 3 8 9	100 10 15 15 2 10 2	B&S (2091)	100 10 15 15 2 10 2</	

BUSINESS ROUNDUP

Halifax chooses Visa system for credit card

The Halifax, Britain's largest building society, is to launch its own Visa card in the autumn. It has been committed to launching a credit card for some time but has only just decided to use Visa. It will bear the Halifax name but will be administered by the Bank of Scotland. The interest rate will be "competitive" but the card will not be a loss leader.

Customers will be able to arrange for their Visa card account to be paid off automatically every month. The Halifax has invested £33 million in new computer technology to handle it and is committed to plastic money transmission rather than competing in the cheque market.

Broker raises Gabbicci leaps interim profit by 156%

Lloyd Thompson, the specialist Lloyd's insurance broker which came to the stock market last year, made half-year profit of £2.36 million compared with £1.96 million in the previous first half. Turnover rose to £5.6 million from £4.35 million. The interim dividend is 1.65p.

Leather sales dented

Strong & Fisher, the leather goods manufacturer, said yesterday that the stock market crash hit sales of its leather clothing. The company said that demand for its leather clothing was brisk between July and October last year but "the loss of consumer confidence arising from economic financial conditions in October resulted in a slowing of business generally."

Spring has been disappointing for the company's winter 1988 collection, has been well received and "substantial" orders have been booked in all the major markets. But despite the dull post-crash climate, Strong & Fisher managed to increase its pretax profit by 23.3 per cent to £3.2 million. The interim dividend is up from 3.5p to 3.7p.

NOTICE OF MEETING

Clerical Medical INVESTMENT GROUP

Annual General Meeting

Notice is given that the 16th Annual General Meeting of the Clerical, Medical and General Life Assurance Society will be held at the Principal Office of the Society, 15 St James's Square, London SW1Y 4LQ on Wednesday, 20 April 1988 at 2.30 p.m. for the following purposes:

1. To receive the Accounts of the Society for the year ended 31 December 1987 and the Directors' and Auditors' Reports thereon.
2. To receive a Report on the actuarial valuation of the Society's liabilities as at 31 December 1987, made for the purpose of a distribution of profit.
3. To re-elect Directors and to fix their remuneration.
4. To re-appoint the Auditors and to authorise the Directors to fix their remuneration.
5. To transact any other ordinary business of an Annual General Meeting.

Any member entitled to attend and vote at the Meeting may appoint a proxy to attend and vote instead of him.

A proxy need not be a member of the Society.

Any instrument appointing a proxy must be deposited at the Principal Office of the Society not less than 48 hours before the time fixed for the Meeting.

By order of the Board
A G O'Leary
Secretary

Principal Office

15 St James's Square

London SW1Y 4LQ

23 March 1988

Clerical Medical Investment Group comprises Clerical, Medical and General Life Assurance Society and its subsidiaries.

Wickes to tidy up its yard with £28.7m rights issue

By Michael Tate

Wickes, the do-it-yourself retailer which was bought out by its management for £120 million less than a year ago, is raising £28.7 million from shareholders.

The cash is to help tidy up its balance sheet and for acquisitions. It will be raised via a two-for-seven rights issue at 22.5p a share, compared with the 260p price in the stock market last night, after a 10p fall on the day.

Holders of 16 per cent of the shares have agreed to take up their rights. The rest has been underwritten.

Some £90 million of goodwill and £28 million of convertible stock complete the financing package, showing the value of the buyout and flotation, but Mr Henry Sweetbaum, the chairman, has expressed recognition of a need to strengthen the financial base.

The fundraising will provide long-term finance for the increased investment programme, and enable the group to make acquisitions.

Williams Holdings disposals

Williams Holdings, the industrial group, is selling 16 of its subsidiary and associated companies in Africa, Asia and the Far East for £11 million.

The businesses are being bought by Consolidated Paints.

Mr Nigel Rudd, the chairman, said: "The majority of these businesses are in territories where the combination of exchange control regulations, currency movements and difficult working environments are particularly onerous. The disposal will release valuable management time to concentrate on our principal activities."

BASE LENDING RATES

ABN	8.50%
Adam & Company	8.50%
BCCI	8.50%
Consolidated Crds	8.50%
Co-operative Bank	8.50%
C. Hoare & Co	8.50%
Hong Kong & Shanghai	8.50%
Lloyds Bank	8.50%
Nat Westminster	8.50%
Royal Bank of Scotland	8.50%
TSB	8.50%
Citibank NA	8.50%

Wickes



Building up Wickes' financial base, Henry Sweetbaum

Iceland soars 41% to £7.2m

Iceland Frozen Foods Holdings, the frozen food retailer, made pretax profits in the year to January 2 of £7.22 million, a rise of 41 per cent on turnover 33 per cent higher at £154.5 million.

Last year, 38 stores were added; 17 through acquisition, 19 through openings and two relocations. Existing stores increased sales 10 per cent.

The company says it is making headway in systems technology and new product development. By the end of this year, 25 to 30 new store openings are planned this year, but further acquisitions are unlikely. Iceland had year-end gearing of 22 per cent and says it has no difficulty in finding the cash to fund the opening programme.

The company says it is making headway in systems technology and new product development. By the end of this year, 25 to 30 new store openings are planned this year, but further acquisitions are unlikely. Iceland had year-end gearing of 22 per cent and says it has no difficulty in finding the cash to fund the opening programme.

Iceland soars 41% to £7.2m

A further 25 to 30 new store openings are planned this year, but further acquisitions are unlikely. Iceland had year-end gearing of 22 per cent and says it has no difficulty in finding the cash to fund the opening programme.

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WALL STREET

Dow up 6 points in early trading

New York (Reuters) — Shares rose in early trading yesterday. Brokers reported that the light selling on Monday had appeared to have dried up. Some said that the report of a decline in February's durable goods orders indicated that the economy is not overheating, therefore removing the threat of tighter money.

The Dow Jones industrial average gained 6 points to 2,073.14. Stocks gaining in value had a small lead over those in decline. Brokers reported that trading was moderate.

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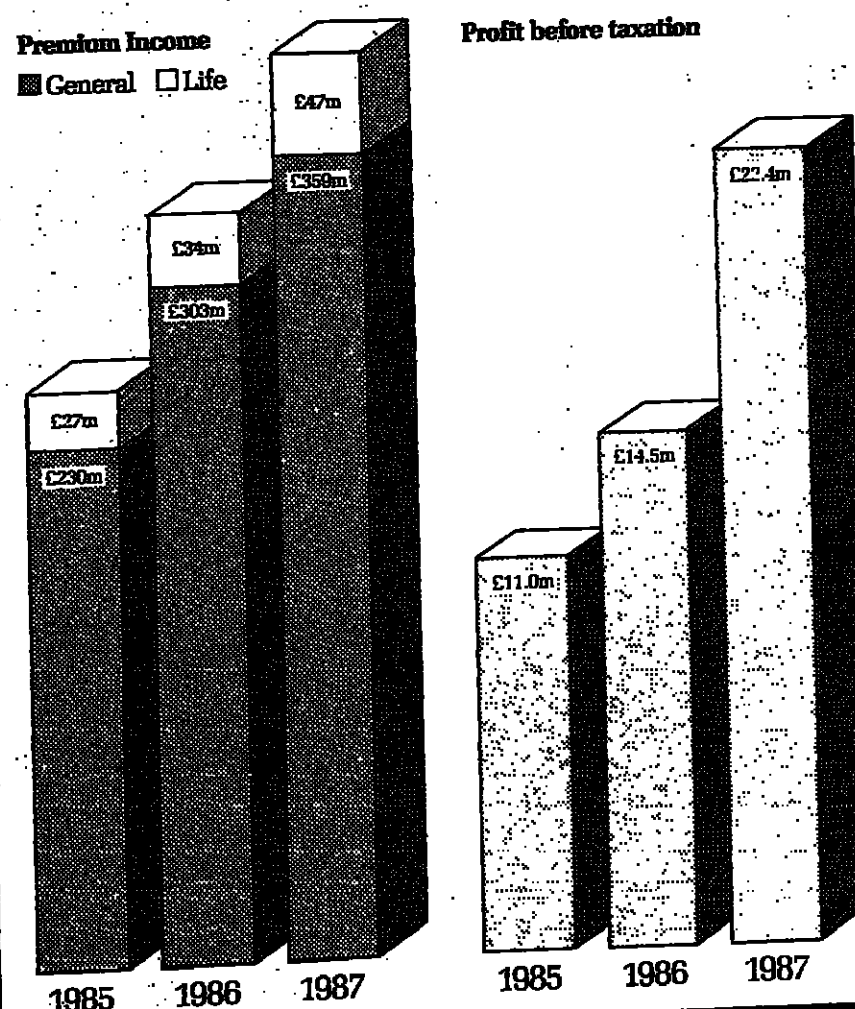
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Cornhill Insurance 1987 Results



	1987	1988
Premium Income	£m	£m
General business	358.7	303.1
Life business	46.8	34.0
Profits		
(15.0)	(20.0)	
Underwriting result	27.0	23.8
Investment income attributable to general insurance funds	12.0	3.8
General insurance profit	7.1	7.3
Shareholders' investment and other income	19.1	11.1
General business profit	3.8	3.4
Life business profit	(0.5)	—
Share of associated companies' result	22.4	14.5

Cornhill Insurance

Copies of the Report & Accounts may be obtained shortly from the Secretary at 33 Cornhill, London EC3V 3JL.

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NatWest

BUSINESS RESERVE ACCOUNT

NatWest announces the following changes in Business Reserve Account interest rates, effective from 18th March 1988:

Customers not affected by CRT		Customers affected by CRT	
Gross interest per annum	Balance	Net interest per annum	Gross equivalent per annum to a basic rate taxpayer
7.50%	£25,000 – £250,000	5.375%	7.36%
6.75%	£5,000 – £24,999	4.75%	6.51%

National Westminster Bank PLC
41 Lothbury London EC2P 2BP

Resort Hotels PLC

RESORT HOTELS PLC

(Incorporated in England under the Companies Act 1948 to 1981 number 1769788)

PLACING
of 14,285,000 Ordinary Shares of 10p each
at 14p per share by
Capel-Cure Myers

SHARE CAPITAL

Authorised
£5,800,000
in Ordinary Shares of 10p each
Issued and fully paid
£4,770,722.20

The principal activities of Resort Hotels PLC are the provision of hotel accommodation, restaurant facilities and related services in the South East of England; the Company also provides hotel management services to other companies under contract.

Full particulars of the Company are available through the Exel Unlisted Securities Market Service, and copies may be obtained during normal business hours up to and including 6th April 1988 from:

Capel-Cure Myers, 65 Holborn Viaduct, London EC1A 3DU
Member of the ANZ Group
23rd March 1988

THE NEW ROVER STERLING. FOR THE COMFORTABLE MINORITY.



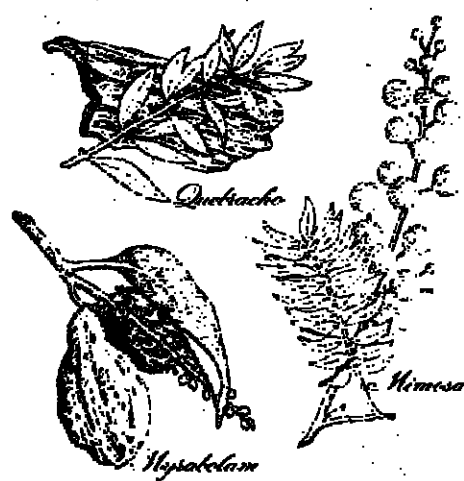
There is one matter on which there is little debate between the House of Lords and House of Commons. Sitting comfortably.

For those august members of both Houses, only the best will do. Namely, Connolly leather.

And that fine Connolly that graces our leaders' seats also graces the seats of the Sterling.

Connolly's meticulous attention to detail transforms fine hides into the best-finished leather in the world. Again, it's attention to detail that makes the Rover Sterling one of the best-finished saloons you can drive.

Details like a four-position memory bank for the driver's seat. Driver's mirrors that also thoughtfully remember those four driving positions.



In the tanning process, a cocktail of mimosa bark, quercus wood and the Indian myrsine nut creates the rich Connolly aroma.

Electronically controlled reclining rear seats. An abundance of burr walnut panelling. And sound-insulating flush glazing that means you can make the most of your eight speaker stereo. (More of that another day.)

But what good is air-conditioned luxury without power?

The Sterling comes with an all-new 2.7 litre, 24 valve V6 engine. Excite you it will. Not only with some rather un-sedate acceleration from standstill. But some exhilarating performance in the all-important mid-range.

While the four speed electronic automatic box enables you to switch from effortless cruising to dynamic sports mode in a split second.

Of course, at over £21,000*, the new Sterling isn't exactly cheap. But, we would suggest, a fair price for feeling like a Lord.


ROVER 800 SERIES

CAR SHOWN, ROVER STERLING. PRICE £21,380. ROVER 800 RANGE FROM £12,489 TO £21,380. ALL PRICES CORRECT AT TIME OF GOING TO PRESS, EXCLUDING NUMBER PLATES AND DELIVERY. FOR FULL DETAILS OF YOUR NEAREST ROVER DEALER RING 01-294/331. NATIONWIDE CAR RENTAL RESERVATIONS THROUGH BRITISH CAR RENTAL TEL. 0203-77223. TAX FREE SALES INFORMATION 021-475-2101 EXT 230.

The

[illegible]

UNLISTED SECURITIES

1987/88	1986/87	1985/86	1984/85	1983/84	1982/83	1981/82	1980/81	1979/80	1978/79	1977/78	1976/77	1975/76	1974/75	1973/74	1972/73	1971/72	1970/71	1969/70	1968/69	1967/68	1966/67	1965/66	1964/65	1963/64	1962/63	1961/62	1960/61
Company	Price	Change	High	Low	Open	Close	Settle	Open	Close	Settle	Open	Close	Settle	Open	Close	Settle	Open	Close	Settle	Open	Close	Settle	Open	Close	Settle	Open	Close
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NORTHERN CYPRUS

FOCUS

A SPECIAL REPORT

The other Cyprus looks outwards

The Turkish Cypriots are ostracized by much of the world. But the north of the island has ambitious plans for the future, reports Peter Strafford

Cyprus, one of the most beautiful islands in the Mediterranean, with a history stretching back thousands of years, is today divided into two parts, with a UN peace-keeping force deployed in between.

Perhaps surprisingly, one of the main impressions made by the north is its air of normality. The Turks in Northern Cyprus, like the Greeks in the south, had their lives badly disrupted by the upheavals of the 1960s and 1970s; and to a great extent they have been cut off from the rest of the world, recognized as they are only by Turkey.

But they have done much to rebuild their economy and, though the north does not have the obvious prosperity of the south, progress has been made and confident plans are being laid for the future.

Flights arrive at Ercan, the small, modern airport built north-east of Nicosia, which is capable, like the second airport at Gecitkale, of taking aircraft of any size. From there good, if sometimes narrow roads lead into Nicosia and to the other two main towns, Famagusta and Kyrenia.

In the towns, and particularly in Nicosia — the northern sector of which is seen as the capital of Northern Cyprus — there is much that is shabby, or even in ruins. But there is also a great deal of new building, particularly on the outskirts, where blocks of flats, office buildings and factories are springing up.

Outside Famagusta is the 50-acre campus of the University of the Eastern Mediterranean, first founded as the Higher Technological Institute and given university status in 1985. Its language of instruction is English,

and it attracts students not only from Turkey, but from other countries in the Middle East and Africa.

With 168,000 inhabitants, the Turkish Republic of Northern Cyprus, as it styles itself, has its capital in the Turkish quarter of Nicosia, a government, parliament, law courts (still using English law as a basis), political parties, press, radio and television.

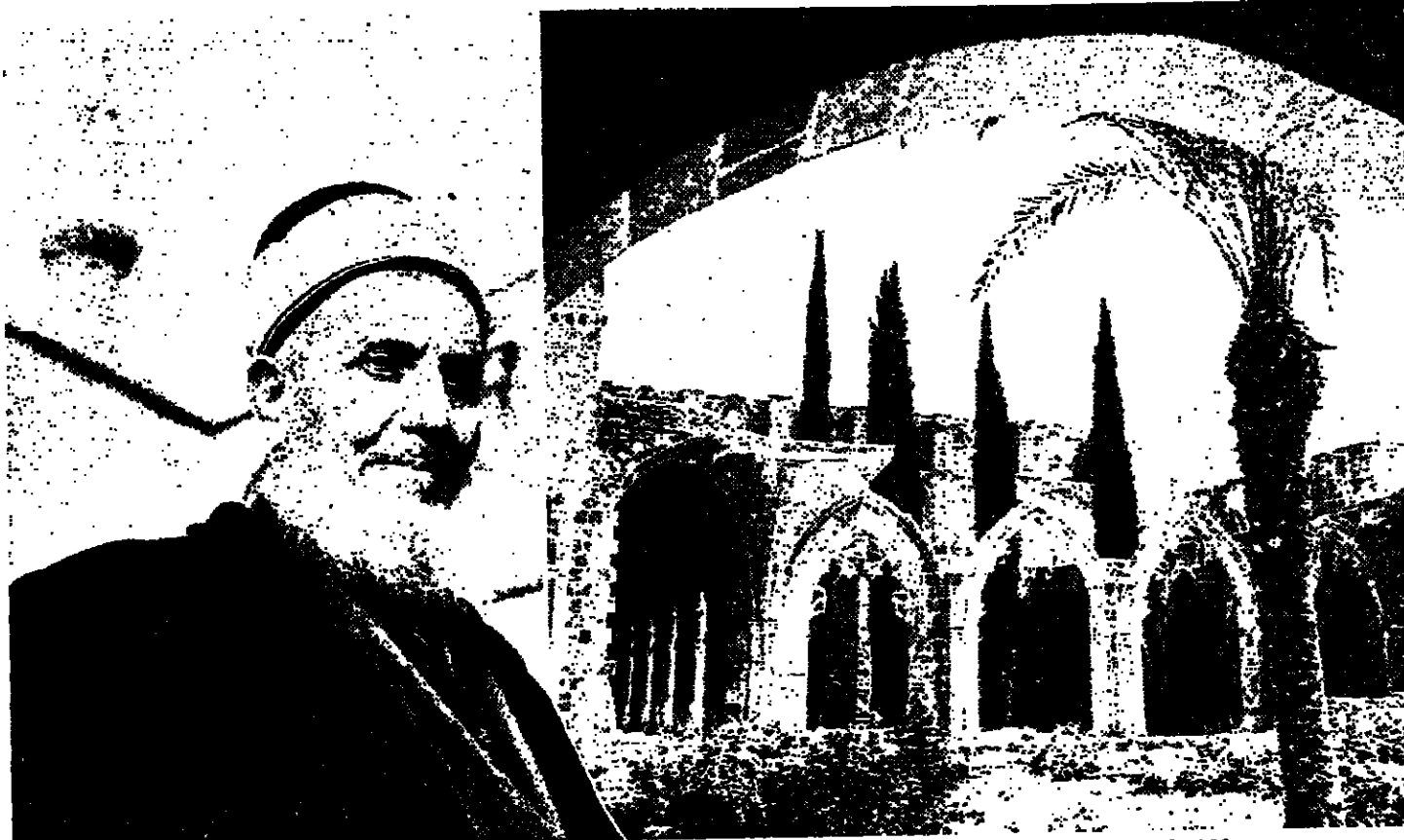
It prides itself on its low crime rate, and, since it plans to make tourism the mainstay of its economy in the future, backed by agriculture and some light industry, it hopes to draw advantages from the fact that it is relatively undeveloped.

The lack of development means that it is unspoilt, with empty beaches along its very beautiful coastline. It also has some of the most spectacular historical and archaeological sites in Cyprus, ranging from the Græco-Roman ruins at Salamis to mountain-top Crusader castles and the exquisite ruined abbey at Bellapais.

But economics and politics are not easily kept apart in Northern Cyprus, and it is not possible to avoid reminders of the more turbulent past.

As Señor Oscar Camilion, the UN negotiator, begins a new round of talks in search of a settlement in Cyprus — he has already seen the newly elected President George Vasilou for the Greek Cypriots and President Rauf Denktaş for the Turkish Cypriots — he has to take into account the strong feelings on both sides.

In Turkish Nicosia he was given the basic Turkish Cypriot view: that the division of the island, for which they and the troops from the Turkish mainland are gen-



Cyprus contrasts: outside the Selimiye mosque in Nicosia (formerly St Sophia cathedral), and Bellapais Abbey

erally blamed, was not fundamentally their doing at all.

In practical terms, the division was caused by the events of the summer of 1974, when Turkish troops landed in the north of Cyprus, and eventually established a line across the island, followed by an exchange of populations in 1975.

But in the view of the Turkish Cypriots, this was a legitimate reaction, sanctioned by treaty, to the coup, inspired by the military regime in Athens, which was designed to pave the way to union of Cyprus with Greece; and, on the longer view, to the pressures they had undergone over many years from their Greek Cypriot neighbours.

These pressures had begun nearly 20 years before with the foundation of Eoka, the terrorist

An unspoilt land steeped in history

organization dedicated to *enosis*, or the union of Cyprus with Greece. They had been intensified in the period after 1963 when the Turkish Cypriots were virtually confined to a number of enclaves and unable to lead normal lives.

For the Turkish Cypriots, roughly one in five of the island's population, union with Greece was and is anathema.

Today, as a result of the division of the island, the dominant feeling among Turkish Cypriots, at least those who still remember the years

from 1955 to 1974, is one of relief that they are now physically safe. The Turkish troops, discreet but plainly alert and visible in the countryside, are seen as liberators.

It is freely admitted that, partly as a result of the boycott orchestrated by the Greek Cypriots, the Turkish Cypriots are doing less well economically than the south. But physical security counts for more than financial well-being, and it would take a great deal to persuade any Turkish Cypriot to return to the situation of before 1974.

There is, of course, a great degree of dependence on Turkey, quite apart from the presence of Turkish troops. Turkish currency is used, photographs and paintings of Atatürk are in the place of honour in public buildings, and Ankara provides assistance, both

for the extensive public works being carried out in Northern Cyprus and in order to balance the budget. There are many settlers from Turkey.

But the intention is that northern Cyprus will in due course be able to dispense with this help. In the meantime, it is argued that the policy of isolating the Turkish Cypriot north of the island is itself forcing the Turkish Cypriots into their dependence on Turkey.

The effect of the restrictions has been to hamper the development of the north. Their lifting would give a great boost to the economy. But the Turkish Cypriots have learnt to live with them, and in talks with the UN they are not prepared to barter what they see as fundamental security issues for economic gains.

They are prepared, as President

Rauf Denktaş told me (see page 34) to make certain concessions. They will agree to give up some territory to the Greek Cypriots; and they will agree to a federal system in which certain powers are given to a central government.

But on a number of key points they are standing firm: on their basic demand that the Turkish Cypriots should be recognized as a political entity in their own right, with the same standing as the Greek Cypriots, on the need to retain enough Turkish troops to protect the Turkish Cypriot community, and on a considerable degree of decentralization.

They also regard it as inconceivable to try to return to the situation that existed before 1974, and allow Greek Cypriots to return to the houses, properties and businesses which they owned then — and which have now been largely handed over to Turkish Cypriots who themselves lost property in the south. That would expose the Turkish Cypriots to the pressures of the past.

There are, in fact, numerous people in the north who regard the present state of affairs, in which Turkish Cypriots and Greek Cypriots each run their own affairs, as the best possible solution. And there is little confidence that the Greek Cypriots have the will to make the concessions that are necessary for a settlement, since in many ways the status quo, in which they get sole international recognition, suits them too.

The statements made by Mr Vasilou since his election are seen in the north to be completely at variance with the promises he made earlier to approach the issue with a fresh mind, and to be flexible. They suggest, to the Turkish Cypriots, that the Greek Cypriots continue to cherish their dream of dominating the island, and even of union with Greece.

If that proves to be the case, they prefer to stay as they are. But they will also continue to protest that they are unfairly treated by the world.



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NORTHERN CYPRUS/2

FOCUS

Talk to me now, says Denktas

Peter Strafford talks to President Rauf Denktas, the dominant figure in Northern Cyprus

Rauf Denktas, President of the self-styled Turkish Republic of Northern Cyprus, has been at the centre of dealings with the Greek Cypriots for more than 30 years.

A stocky and engaging man of 64 who was called to the Bar by Lincoln's Inn, he is the dominant figure in Northern Cyprus, and to most Turkish Cypriots personifies the policy of resisting Greek domination.

When I saw him at his residence in Nicosia (in colonial days the home of the British District Commissioner), he declared his readiness to resume talks now that there was a new president, George Vassiliou, in the Greek south of Cyprus.

The basis, he said, should be the principles embodied in the paper put forward by Javier Pérez de Cuéllar, the UN Secretary-General, in March 1986 — which was accepted at the time by the Turkish Cypriots as a suitable compromise, but rejected by the Greek Cypriots.

He added, however, that to judge by the statements made by Mr Vassiliou since his election, there appeared to be no change in policy.

Before the elections, Mr Denktas said, Mr Vassiliou had appeared to be a new man with an open mind who saw the realities of the situation. But between the two rounds, when he needed more support, he had written to Vassos Lyssarides, leader of the socialist Edeka party, and accepted their "Hellenic" policy. That meant that he now had

political debts to Akel, the communist party whose support he had had all along, to Edeka and, to a certain extent, to Spyros Kyprianou, the outgoing president, many of whose supporters had backed him in the second round.

So his hands were tied, not only by the parties but also by representatives of the Church and of Edeka, the former Greek terrorist organization, who had been invited to join the new national council.

Mr Denktas emphasized again the basic contention of the Turkish Cypriots that the Greek Cypriots had never observed the 1960 constitution which recognized two communities, each with its rights. Archbishop Makarios, the Greek Cypriot former President of Cyprus, had himself declared it "dead and buried", he said.

He added that in any case the Greek Cypriots could not invoke the constitution to claim authority over the whole island on their own because it had provisions for government by two communities, acting conjointly.

Mr Vassiliou represented only the Greek Cypriot community, and he and Mr Denktas, representing the Turkish Cypriots, should negotiate on an equal footing.

I asked Mr Denktas whether, in the interests of a settlement, he would agree to the withdrawal of Turkish troops, as demanded by the Greek Cypriots. He replied that in 1963, when Greek Cypriot attacks were launched on the Turkish Cypriots, it was only the presence of 650 Turkish troops, there by international agreement, which had saved the Turks of Nicosia from annihilation.

It was not possible, he said, to conceive of a credible guarantee for the safety of the Turkish Cypriots without the presence of at least a token Turkish force; and in past talks Glafkos Clerides, the



6 It is not possible to conceive of a credible guarantee for the safety of the Turkish Cypriots without the presence of at least a token Turkish force

Rauf Denktas, above

Greek Cypriot negotiator, had talked of 5-10,000. Without that, no settlement was possible, because the Turkish Cypriots did not trust the Greek Cypriots.

But did not the closeness of Turkey mean they could always return in an emergency? The Turkish troops, Mr Denktas replied, had not been able to save the Turkish Cypriots as a whole until 1974.

In the aftermath of the 1963 attacks, 103 Turkish villages had been destroyed and a quarter of the Turkish Cypriot population had become refugees. Almost everyone had had to live on Red Crescent aid from Turkey.

What about a readjustment of the border, given that with only about one-fifth of the population, the Turkish Cypriots, occupied nearly two-fifths of the island?

There was no reason, Mr Denktas said, to make an exact correlation between

population and territory, and in past talks with Archbishop Makarios it had been agreed that the productivity of land should be a criterion.

The fact was that land left behind by Turkish Cypriots in the south had been irrigated, while the Mesaoria plain in the north, being dry and unwatered, was much less productive.

In negotiations with Señor Pérez de Cuéllar he had, however, agreed to reduce the Turkish Cypriot share of the island to below 30 per cent, and Señor Pérez de Cuéllar had thanked him for doing so. The Turkish Cypriots would agree to a figure above 29 per cent, and that was embodied in the 1986 paper.

What, finally, about British policy? Mr Denktas expressed gratitude for the fact that though the Greek Cypriots would have liked it to do so, Britain had not denied entry to Turkish Cypriots travelling on passports issued in the north, nor stopped trade.

But Britain should now change its policy, he said, and stop regarding a cabinet which was 100 per cent Greek Cypriot as the legitimate government of the whole of Cyprus. He did not believe that that was compatible with British public opinion or the British sense of justice.

The cause of the Cyprus problem — and of the creation of the self-styled Turkish Republic of Northern Cyprus — is simple. It is that the Turks on the island have refused to be ruled by their more numerous Greek neighbours.

This refusal has been deeply felt, consistent over a century, and successful in its outcome. Moreover, it is enough to look at the fate of minorities in the Near East to see that it is also reasonable.

Before 1878 it was the Turks who ruled Cyprus. They managed the administration and owned much of the land. But, as in many other parts of the Ottoman Empire, they left trade to the Greeks and allowed them communal self-government under their Archbishop.

Between 1878 and 1960 both Greeks and Turks in Cyprus were ruled by the British, at first, at least theoretically, on behalf of the Ottoman Sultan, and then, after 1914, as the sovereign power.

British rule developed the island: agriculture, communications, education, health care benefited from it. But it was politically conservative: it preserved the co-existence — and the separate institutions — of Greeks and Turks.

Although the Turks of Cyprus were by and large content with British rule, their position was eroded as a result of the more rapid economic advance of the Greeks, and of Greek participation in the civil administration, from which they had been previously excluded.

Many Cypriot Turks emigrated to Turkey. But the core of the community stayed on, and much of its land remained inalienably in the possession of Muslim Pious Foundations. This did not help to nurture a spirit of enterprise.

However, the lethargic appearance of the Turkish community concealed a total determination to resist the Greek claim that Cyprus was a Hellenic island destined to unite with Greece.

To this Greek claim, the Turks responded with a demand that when British rule ended the island should be divided, and that they should have a part of it, where they would live, not on sufferance, but of right.

True, this irreconcilable argument receded from view in peaceful years when Greeks and Turks seemed to live happily as good neighbours. But political crises, which culminated in the Edeka campaign to eject the British and unite the island to Greece by



Long years of trial

Andrew Mango on the history of how two communities had to be separated

violent means, brought it to the fore.

Nevertheless, a brave attempt was made to preserve cohabitation. The Greek and Turkish prime ministers met in Zurich in 1959 and agreed on an independent bi-national Cyprus, where Turkish rights would be entrenched, and where Turks would have separate municipalities and a separate Communal Assembly, while participating in the central government.

Archbishop Makarios, who had led the campaign for union with Greece, was forced by the Greek government to accept the compromise, and in 1960 he became first president of an independent Cyprus.

But after delaying the implementation of the entrenched rights won by the

Turks, Archbishop Makarios demanded in 1963 that they should be removed from the constitution.

The Turks of Cyprus refused. So did the Turkish government, which along with Britain and Greece had guaranteed the 1960 constitution and maintained a token military force on the island for this purpose.

The constitution was nevertheless violated when an attempt was made in December, 1963, to overturn the Turkish community. The attempt, which failed, brought in the United Nations Peace-keeping Force as permanent spectators of the Cyprus scene.

The Turks of Cyprus remember the decade from December 1963 to July 1974 as years of trial. Some were killed. Many had to leave

Nicosia skyline: the church of St Sophia, now a mosque

mixed or outlying villages and seek shelter in small Turkish enclaves.

These were at first blockaded, with only essential food supplies allowed in. Turks venturing outside the enclaves were subject to harassment and humiliation, while the rest of the island basked in the prosperity of the boom years before the oil shock of 1973.

The Turkish government was unable to exercise its right to enforce the constitution. It did, however, prevent the Greek Cypriots from reducing the enclaves one by one.

It was the Greeks who lost patience. On July 15 1974, the regime of the colonels in Athens launched a coup against Archbishop Makarios as a prelude to the union of Cyprus with Greece.

In response, Bülent Ecevit, the Turkish Prime Minister, flew to London to ask for a joint intervention to reinstate the constitution, now violated for a second time. But agreement proved impossible, and on July 20 Turkey exercised its right of unilateral intervention by landing troops in northern Cyprus.

Mr Ecevit called it the "Peace Operation". To the Turks of Cyprus it was the dawn of their liberation.

After an exchange of populations left on the wrong side of the line, Turkish Northern Cyprus was created as a single unit, whose population has gradually grown to the present figure of 168,000.

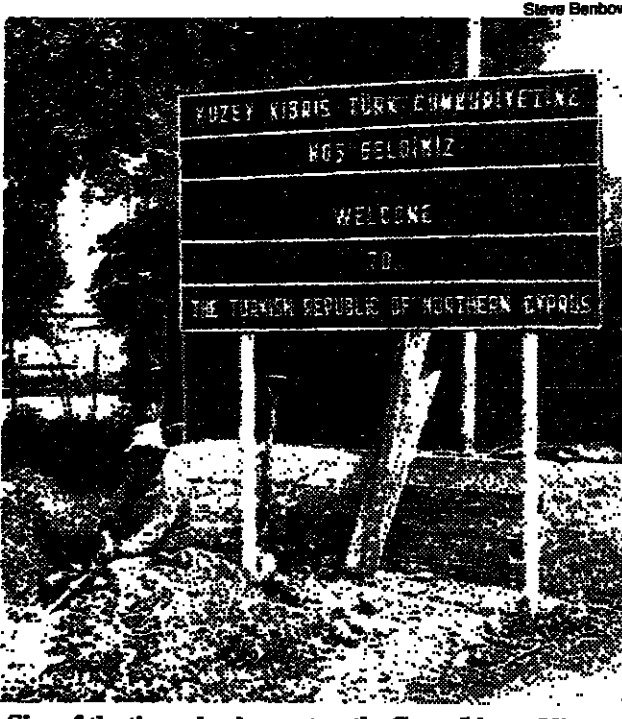
Between December 1963 and July 1974, the Turks of Cyprus had created a provisional administration as the organ of the self-government of their enclaves.

On February 13 1975, this became the Turkish Federated State of Cyprus, which was intended to form the Turkish Cypriot wing of a future Federal Republic of Cyprus.

But despite efforts of the UN Secretary-General, agreement on a federation proved impossible. So with no federal partner in sight after eight years of fruitless talks, the Turkish Cypriot legislative assembly proclaimed the Turkish Republic of Northern Cyprus on November 15 1983 — which Turkey was the only country to recognize.

The door to agreement was left open, however, to a new partnership within the framework of a genuine federation.

In the meantime, the Turks of Cyprus lead their lives under their own government. Since 1974 there has been much angry talk but no bloodshed in Cyprus.



Sign of the times: border post on the Green Line at Nicosia

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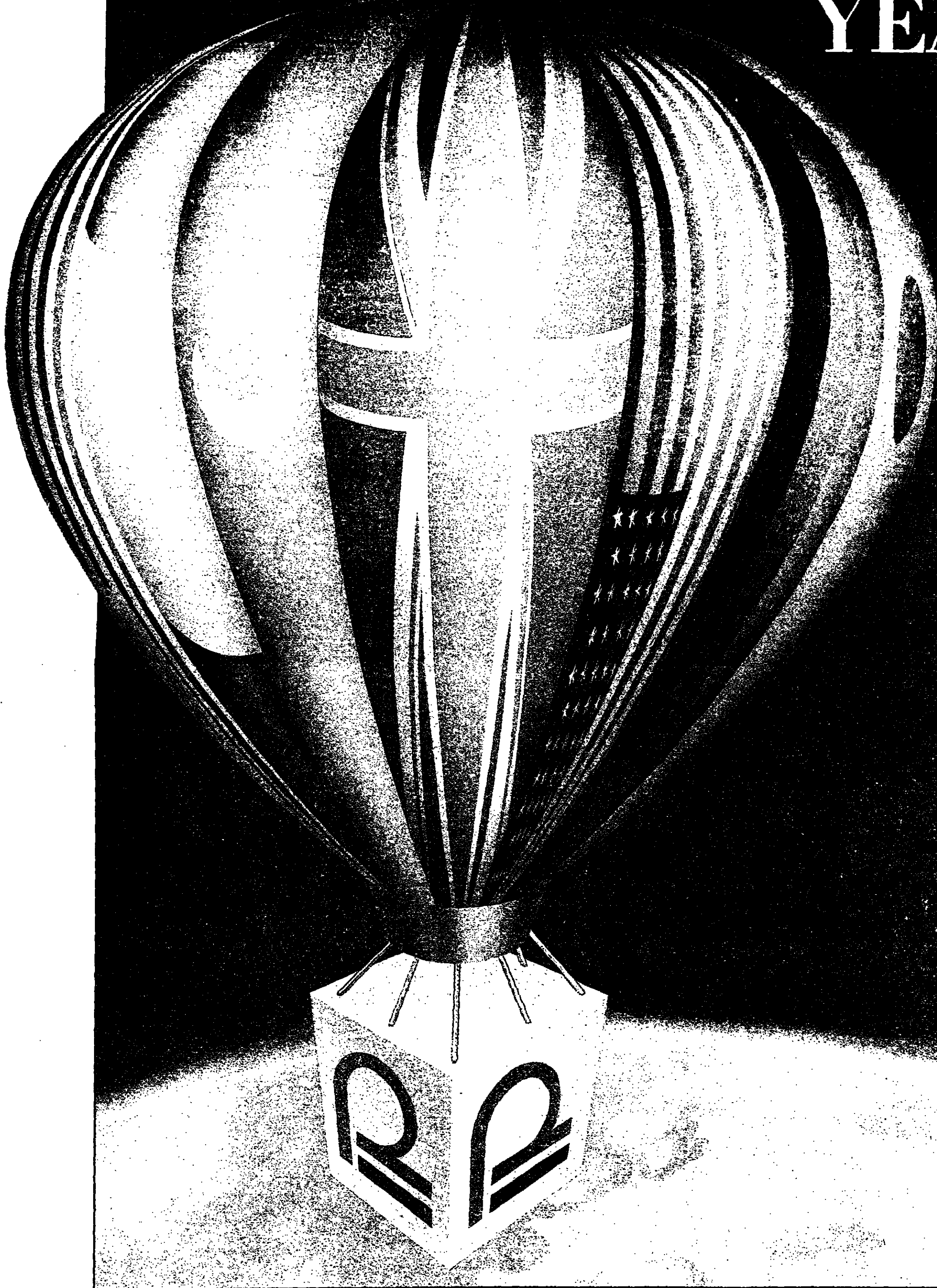
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FOCUS

Trade is on the move

After a slow start, new building and an increase in exports are bringing growth

The economy of northern Cyprus has developed from small beginnings. In the days of British rule the Turkish Cypriots had only a limited role in the island's economy as a whole, being involved almost entirely in agriculture and having little interest in, or experience of, industry and commerce.

Moreover, in the period after independence, and especially between 1963 and 1974, when they were virtually confined to a number of enclaves, their economic activities were severely restricted. They were denied building materials and found it difficult to obtain official permission for, for instance, putting up an hotel or importing machinery for a factory.

Then, in 1974, came the disruption caused by the attempted coup, the arrival of Turkish troops in the north, and the eventual exchange of populations.

Over the next year or two some 60,000 Turkish Cypriots left homes and property in the south to find refuge in the north (as did the Greek Cypriots who moved to the south).

Reorganization was slower in the north, and today the average income of the Turkish Cypriots is only a fraction of that of the Greek Cypriots. Central Bank estimates put it at just over a third.

Much of the north looks run down, with the contrast particularly noticeable in Nicosia, where modern high-rise blocks on the Greek side contrast with the low tiled buildings of the Turkish sector.

But the economy of northern Cyprus is clearly on the move. Since 1975 there has been gradual and continuous growth, at an average rate of some 3 per cent, and a lot of new building is visible, particularly on the outskirts of Nicosia and Famagusta, where modern blocks are going up.

At the same time new roads have been built between the main towns, and more are planned. There is a new harbour in Kyrenia to take passenger traffic and complement the main commercial harbour in Famagusta. There are two new airports at Ercan and Geçitkale.

The Turkish Cypriots have not been able to finance all this themselves. Most of the money for the big projects has come from Turkey — except for the road from Nicosia to Kyrenia, which was paid for by Saudi Arabia.

Turkey also makes a sizeable, though diminishing, contribution to the northern Cyprus budget. This year's budget, for instance, predicts that out of a total expenditure of some £85 million, £28.5 million will be met by Turkey, and there will have to be more



Success spinner: new textile factories helped to quadruple exports between 1977 and 1986

than £18 million in loans, also from Turkish sources.

This use of Turkish aid, and Turkish currency, does not bring only advantages. It means that northern Cyprus imports Turkish inflation, which touched 60 per cent recently, and that causes serious problems, as the opposition parties point out.

The Turkish Cypriots are having some success, however, in mobilizing their own



From clothes to fruit: multi-trade developer Asil Nadir, of Polly Peck International

resources, with the intention of eventually being able to dispense with Turkish assistance. They believe they are proving that their entrepreneurial gifts are no less than those of the Greek Cypriots — especially in view of the fact that they are subject to a world boycott, and that the bulk of international aid goes to the south.

As far as their trade is concerned, the Turkish Cypriots have managed to circumvent many of the barriers raised, and claim to sell to

some 60 or 70 countries. This includes western Europe, where Britain is their biggest customer after Turkey, and the United States. They are also increasing their exports to Middle Eastern countries, which buy lamb and goats, citrus fruit and dairy products.

It is in foreign investment that the embargo hurts most. Much new investment has come from Polly Peck International, the British-based multinational which is headed by Asil Nadir, himself a Turkish Cypriot by origin.

Polly Peck is the biggest employer in northern Cyprus, and a main factor in the economy. Its two main activities are the exporting of citrus fruit from the eastern end of the island and the manufacture of corrugated carton boxes. It also manufactures clothing for export, makes pharmaceuticals, and is developing holiday sites.

But on the whole it has proved hard to attract investment because of the lack of international recognition of the northern Cyprus government. In an effort to remedy this a free port and zone has been established in Famagusta, alongside the main harbour, where firms can manufacture tax free.

So far, the main takers are Unipac, a Polly Peck subsidiary, and three Turkish firms. Given the key position of Famagusta between the Middle East and Europe, there should undoubtedly be more, if the boycott of northern Cyprus was lifted.

For the time being, agriculture is the most important

sector and the backbone of the economy, employing 31.4 per cent of the working population and accounting for some 70 per cent of exports in 1986, the last year for which there are complete figures.

There is also a small, but growing light industrial sector, an area in which Turkish Cypriot experience is quite recent. But, starting from a low base, it more than quadrupled exports, mainly textiles, between 1977 and 1986.

For the future, the big money-spinner is seen to be tourism, and development of this sector is being given top priority. After all, in the days before the island was split in two, northern Cyprus had the main tourist areas, in particular around the two old harbour towns of Kyrenia and Famagusta, each of them within easy reach of attractive beaches; and the island is full of historic sites.

So considerable new incentives are now being offered for investment in order to increase the rather limited accommodation available. There are some 4,300 beds, and the intention is to increase these to 10,000 or 12,000 in five years.

Last year some 185,000 tourists visited northern Cyprus, up from 131,000 in 1986. A further increase, up to 210,000, is hoped for this year. Apart from Turks from the mainland, who make up the majority, the main nationalities are German, Austrian and British.

Peter Strafford

Putting a sock into exports

British shoppers buying denim clothes for children, or Germans buying socks, may be buying goods made at a Turkish Cypriot factory on the outskirts of Nicosia. They are part of the growing number of textiles being exported to western Europe and the United States, writes Peter Strafford.

The quantity involved is still small. Altek Alpal, the factory owner and chairman of the clothing manufacturers' association, says that exports were worth a total of £10 million last year. But the curve is upward, and it is hoped that the figure this year will be £15 million. Light industry is a relatively new activity for Turkish

Cypriots, and Mr Alpal was one of the first to enter it. He learned the business of making socks in Leicester in the early 1960s and returned to Cyprus in 1963 to start his own business. He immediately ran into difficulties, he says, because Greek Cypriot officials systematically put obstacles in the way of Turkish Cypriots. When he tried to import machinery he was told simply that his application "cannot be entertained", and it was only through enlisting the help of a senior Greek Cypriot that he got his machinery in.

But since 1974 he and others have been able to establish themselves, and

now they employ 3-4,000 workers, mainly in the Nicosia area. Among the British firms buying from them are Harrods, C&A and Littlewoods.

Other Turkish Cypriot companies sell jeans to West Germany, the Netherlands and Belgium; one has found a market for T-shirts in the US.

Mr Alpal has found a market nearer home. In spite of the embargo put on goods from the north, he finds that Greek Cypriots visiting the border village of Pile are happy to buy his socks, which are cheaper than those made in the south, and then smuggle them through the checkpoints they have to pass on the way home.

Picturepoint

Sweet taste of success

The North is now self-sufficient in fruit, vegetables and meat

The area round Güzeyurt — formerly known by its Greek name, Morphou — in the west of the island is a land of citrus trees, where oranges, lemons and grapefruit glow amid the vivid green of the leaves, writes Peter Strafford. It is a key area for the northern Cyprus economy because the orchards provide a large proportion of its exports.

Before 1974, most holdings were in Greek Cypriot hands. After the island had been split and populations exchanged they were taken over by Turkish Cypriots — as, for example, Turkish-owned vineyards were taken over in the south — and they are now the basis of a flourishing export trade.

Cyprus, a largely government-owned concern, is one of the biggest exporters of citrus fruit in the Mediterranean, with an office in London and branch offices in Rotterdam and Hamburg. Last year, its biggest market was France, followed by Britain and Ireland, the Netherlands, Belgium and West Germany.

It also exports juice and concentrate, and oil extracted from the peel. Even the waste can be used as animal fodder. Turkish Cypriots have long

been active in agriculture and today it accounts for 12.5 per cent of the gross national product, employing 31.4 per cent of the working population. Production has increased in recent years, and though the government had earlier begun to run down its programme of subsidies, it has since 1986 resumed its policy of support.

In the long run, however, the intention is that tourism take over as the mainstay of the economy and the biggest earner of foreign exchange.

Aytaç Beserler, the Minister of Agriculture, says there is no intention of running down agriculture, but that Northern Cyprus cannot match the support for farmers provided by the EEC, and does not want to create food mountains.

Northern Cyprus, with its population of 168,000, is self-sufficient in basic foodstuffs. Its problem, if production grows too fast, would be to find export markets.

Apart from citrus fruit, its main products are carob beans, potatoes, animal fodder and lamb and kids. It produces all the meat it needs for itself and has recently begun to develop sales of live lambs and kids to Middle Eastern countries.

Thought is even being given to the production of wine. Cyprus's main wine-producing areas are in the south, but many of the vineyards there were owned by Turkish Cypriots, and since they have moved north they have been keen to use their skills. Grape



Checking the quality: orange packers at a Famagusta plant

production, mainly of table grapes, increased by 1,350 per cent between 1977 and 1986.

It is already possible to find North Cypriot table wines, and there are plans for the government to set up a winemaking plant. The problem will be to find markets.

The land in North Cyprus falls into two broad categories: "dry" land, mainly in the central plain which does not require irrigation and is used for growing cereals, and land which requires irrigation, like that round Güzeyurt, which produces citrus fruit, potatoes, grapes and bananas.

Around Güzeyurt, in particular, there is a problem of salinity. Care has to be taken

in the use of irrigation water.

The other problem, which confronts all Turkish Cypriots who want to export, is finding the ships to carry their goods. The Greek Cypriots created a deterrent, at least in early days, by taking action against captains who put into their ports after having visited Famagusta. Some were arrested and even imprisoned.

Cyprus, for instance, needs between 70 and 80 ships in a season, which it charters. But Hasan Özdemir, the general manager, says that though it was difficult at first, ways have now been found by the shipowners to avoid difficulties by, for instance, switching the captains.

A growing support

The Turkish Cypriots argue that that is unfair, and they are supported in this by the Friends of Turkish Cyprus, a relatively new parliamentary group which is organizing the conference. Founded 2½ years ago, with both Conservative and Labour members, the group takes the view that for too long the Turkish Cypriot case has gone by default.

It now has a core membership of 30 to 35, and claims a wider body of sympathizers. Keith Speed, the Conservative MP, is chairman, and Andrew Faulds, the Labour MP, is secretary.

To a great extent it is opposed to the larger Friends of Cyprus group, which in its approach to a reunification of the island under one govern-

ment is closer to the views of the Greek Cypriots.

The Friends of Turkish Cyprus were not anti-Greek, Mr Speed told me, but were opposed to the sort of rigidity which had characterized the former administration of Spyros Kyprionou in the Greek-ruled south of the island.

He said there should also be greater awareness in Britain of the Turkish Cypriot case. And he was particularly critical of certain aspects of the economic embargo imposed on Northern Cyprus by, among others, the British government.

The ban on direct flights, for instance, which means that all flights to the north of the island have to start in, or pass

through, Turkey, and that only Turkish or Turkish Cypriot airlines fly the route, is "a nonsense", he says.

An important factor in government policy is clearly the presence of the British sovereign bases in the south of the island, and concern not to arouse any opposition to them by antagonizing the Greek Cypriots.

Mr Speed said that he understood the problem the Foreign Office faced. He himself had not argued in favour of formal recognition of the self-styled Turkish Republic of Northern Cyprus, since he felt that would be unduly provocative at this stage.

But he thought that if the Greek Cypriots once again turned down the proposals for a settlement which were fair, as they had done under Mr Kyprionou, patience would run out.

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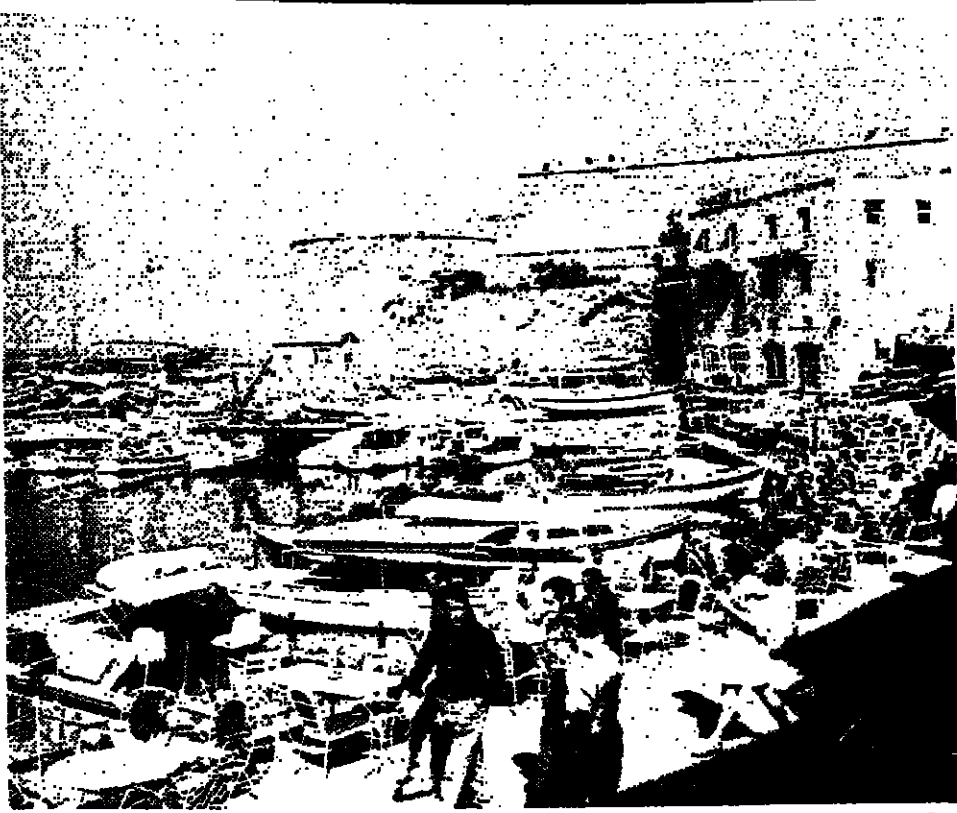
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FOCUS

NORTHERN CYPRUS/4



Awaiting tourists: sunny Kyrenia, and its harbour, where the push for tourism started ... and the face of Turkish Cyprus: a goatherd of the north



The Brits are quite at home

The British connection with Northern Cyprus goes back to colonial days. There are still many Turkish Cypriots who served in the British administration, not least when it was faced with the emergency caused by the appearance of Eoka, with which they had no sympathy. In that generation at least there are still warm feelings towards Britain.

Since then, in spite of the troubles which followed independence, there have always been British residents in the north of the island. And today there is an increasing British presence, as people come to see the advantages of a home there with its good climate and, not least, low prices.

In the Kyrenia area, there is an active British community of some 4-500 families, centred on the small Anglican church of St Andrew's, up the road from the harbour. The British Residents' Society, founded in 1975, gives advice on anything from buying a house to the welfare of pets.

The government is glad to have new foreign residents, and it is not only the British who are settling in. There are many Germans and people from other European countries, the United States, Canada and Australia.

Care has to be taken, however, in buying a house. Mrs Audrey Ellison, an estate agent and property manager who has set herself up in Kyrenia, says that business practices are different to those in Britain and gives examples of foreigners who received unpleasant shocks through not taking simple precautions.

One Swiss was shown a plot which he liked and arranged to buy. But he found, when he came to build on it, that he had actually been sold a quite different one on which it was impossible to build. But such difficulties can easily be avoided through taking local legal advice, she says, and there is a wide range of choice.

One hazard is property originally owned by Greek Cypriots. All such property has been confiscated by the Turkish Cypriot government (as has been Turkish Cypriot property in the south), and much of it allocated to displaced Turkish Cypriots.

Pending a final settlement, in which block compensation is likely to be negotiated between the two sides, owners have been given, not formal title deeds, but definite possessory certificates which are virtually as good.

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On the trail of the Crusaders

The Turkish Cypriots' misfortune is the visitors' delight. At present, comparatively few foreigners visit Northern Cyprus, but those who do are enchanted by it. It is peaceful, uncrowded and, for the Mediterranean coast, inexpensive. It is also friendly and has beautiful scenery.

Moreover, apart from its attractive beaches it has a remarkable range of historic sites which illustrate the island's turbulent history. These include the Graeco-Roman ruins at Salamis, Crusader castles perched atop the Kyrenia mountains, and the imposing Venetian fortifications in Nicosia, Famagusta and Kyrenia.

The old city of Famagusta (Gazimagusa in Turkish) is a sort of outdoor museum where ruined Gothic churches stand open to the elements, as they have done since the capture of the city after a long siege by the Ottoman Turks in 1571; and where the former cathedral of St Nicholas, a stylish building in French Gothic style, has been turned into the Lala Mustafa Pasha mosque, with a minaret on its west front.

The Turkish quarter of Nicosia (Lefkosa), has, apart from another Gothic cathedral converted into a mosque, some interesting buildings of the Ottoman period which are now being renovated. They include the Büyük Khan, or Great Caravanserai, and the townhouse of Derviş Paşa, now a museum.

As the self-styled Turkish Republic of Northern Cyprus is recognized only by Turkey, only Turkish aircraft fly there. Turkish Airlines and Cyprus Turkish Airlines provide regular services via Turkey, where on some flights the traveller has to change aircraft. This means that the flight time is longer than it need be. Moreover, Turkish Airlines does not have enough aircraft for all its needs. As a result, there is congestion in the holiday season, and some flights leave at inconvenient times.

Until now there have been no non-Turkish charter flights, so that cheap holiday packages have been difficult to arrange and their absence has limited investment in new

HISTORIC DATES

7000 BC	Neolithic sites
1100 BC	Mycenaean arrive
546-333 BC	Persian rule
294-58 BC	Rule by Ptolemies
30 BC-AD 395	Roman rule
45	St Paul brings Christianity
395-1191	Byzantine rule
1192-1489	Lusignan dynasty
1489-1571	Rule by Venice
1571-1878	Ottoman rule
1878-1960	British rule

hotels. Also, travellers who enter Cyprus from the north are not allowed into the south, from which they are permanently barred if their passport carries a stamp by the northern authorities - though officials at Ercan airport in the north will, if asked, stamp a flyleaf which they insert in the passport, and which the traveller can later discard.

Once the traveller has arrived, he or she will find that English is widely spoken. Personal cheques on British banks are generally accepted, one drives on the left (although the rule is to be changed) on well-maintained roads, and both car-hire and petrol are cheap.

Low prices derive from the use of the Turkish lira, whose value against other currencies has dropped considerably (and is still dropping) and which banks in Northern Cyprus sell at an even better

rate than their counterparts on mainland Turkey.

As taxes in Cyprus are also lower than in Turkey, and with no shortage of imported goods, mainland Turks can combine a holiday with shopping for household goods. For the tourist, low prices in shops, restaurants and bars compensate for a comparatively expensive air fare.

However, since there has been no tourist explosion, there are still comparatively few good hotels and early booking is advisable. The Germans and Austrians, in particular, have already discovered the delights of Northern Cyprus.

They have also found out that while the south is out of bounds, mainland Turkey, which has a great deal to offer, is not. Some operators combine holidays in Turkey and Northern Cyprus. And in any case, one does not have to plan ahead to take a trip to Turkey as there are regular ferry services from Kyrenia to ports on the southern coast of mainland Turkey.

Turkey is, of course, present in Northern Cyprus, and not only in the shape of Turkish troops, who keep very much to themselves. The food is Turkish, with a southern touch, which shows itself in the wide variety of vegetable hors d'oeuvres and in fiery kebabs, often served under a covering of fresh herbs, particularly mint.

Turkish raki (distilled lo-

Steve Barlow



Fresh and cheap: vegetable seller in the market at Nicosia

cally under licence, and cheaper than in Turkey) is the universal aperitif, while good Turkish mainland wines are generally available. Many of the cooks and waiters also come from mainland Turkey, as there is still a shortage of skilled labour on the island.

The authorities are overcoming this and the quality of hotel management is improving. However, while the tradition of Turkish hospitality is old, catering for tourists is a new skill.

Tourist hotels are concentrated in two areas: round Salamis Bay, near Famagusta, and in and around Kyrenia. Salamis Bay with its gently-sloping sandy beaches is ideal for families with young children, and the hotels are a stone's throw from the ruins of ancient Salamis.

This is the most extensive classical site on the island, with a superb gymnasium, theatre, basilica and other public buildings. A few miles inland are the tombs of the ancient kings of Cyprus, near the village of Tuzla. A few miles further on, the Byzantine monastery of St Barnabas is now a museum.

Famagusta is a walled town which the Turks settled when they conquered Cyprus from the Venetians in 1571. That was when the cathedral became a mosque.

Longer excursions take one to the castle of Kantara, perched atop the eastern end of the Kyrenian range, and further afield to the monastery of St Andrew at the tip of the Karpas peninsula. On the way, there are attractive empty beaches awaiting developers and tourists.

Kyrenia is where Cyprus tourism started while the island was still a British colony. It has a picturesque old harbour surrounded by fish restaurants, reminiscent of similar, but much more expensive establishments in Istanbul. Towering over it is an impressive Venetian castle, where Turkish folk-dance groups now stage displays, and where an ancient Greek ship, discovered offshore and dating from about 300BC, is preserved along with its cargo of almonds and wine bottles.

A few miles to the east, the ruins of the Gothic Bellapais Abbey (in the village described by Lawrence Durrell in *Bitter Lemons*) form a peaceful and beautiful site which overlooks the fertile coastal plain and the new tourist harbour. To the west, a taxing road takes one to the village of Karaman, an international artists' colony in the foothills of the Kyrenia range.

Along the coast, a pretty road extends to the west beyond Kyrenia, past the monument marking the spot where Turkish troops landed in 1974, past several tourist hotels and beaches to Cape Kormak, home of the small Maronite community, and then on to the market town of Gözlyurt (formerly Morphou), the centre of the orange-growing northern plain.

Still further west lie the ruins of the classical theatre of Soli and, on the frontier of Turkish Cyprus, the isolated, subtropical village of Yesilirmak, guarded by happy Danes (in bathing trunks) of the UN Peace-keeping Force.

Thanks to a new road, opened last autumn, Kyrenia is only half-an-hour away from Nicosia which is gradually growing towards it. The road passes near the castle of St Hilarion, perched on a mountaintop, where Byzantine fortifications were much extended by the Franks, and which last served a military purpose between 1963 and 1974 as the northern outpost of the Turkish enclave, extending north from the old city of Nicosia.

The distant view of the Taurus mountains in southern Turkey, visible from the ramparts of St Hilarion, gave heart to its Turkish defenders during the years of troubles. The lookout is now a bar, where tourists click cameras. Cyprus at peace is marvellous.

Andrew Mango

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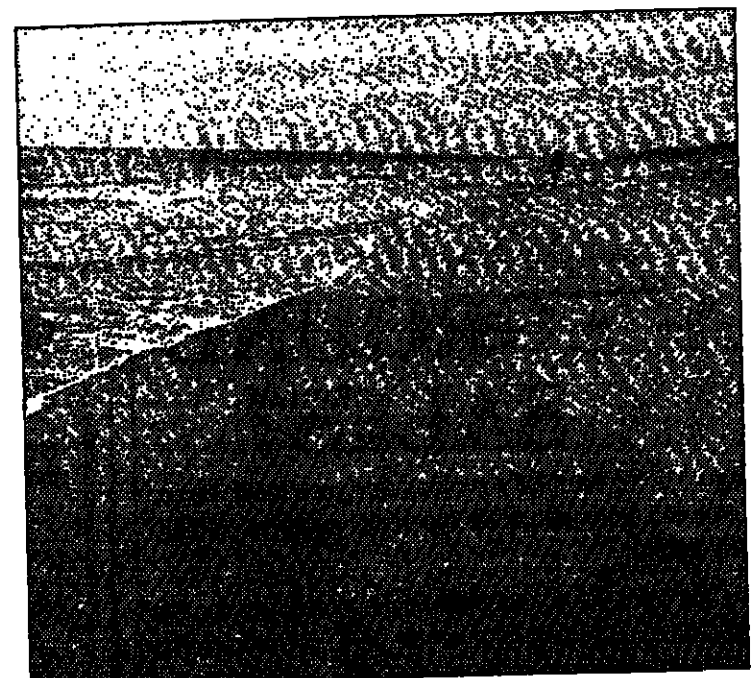


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MEDIA & MARKETING

Complaints in awful mono

OPINION

Antony Rouse

Walter Scharf is an American who has composed and conducted music for film and television since 1933 in fact, and a movie called *Poppin the Cork*. Scharf knew Sam Goldwyn. Goldwyn was making the film *Hans Christian Andersen*. He asked Scharf which was the longest ballet sequence in movies. Scharf said the 14 minutes in *An American in Paris*. Which is why, under exact orders, Scharf wrote ballet music for *Andersen* which lasts four minutes longer. You may have seen it on television.

Which brings us to something that makes Scharf cross. It has not brightened his life exactly, but it makes him tetchy. It is the quality of sound coming out of his television set, which, in his opinion, is awful.

"Think what it is like to compose and conduct a piece with 60 or 70 instruments in stereophonic sound and then to have to listen to the quality of sound in the actual broadcast. It's exasperating. The sound is there, of course. But it just lies in a vault. It's not transmitted."

"Youngsters are so stereo crazy, you'd think it was worth doing something about. I campaign, but it falls on deaf ears."

If Scharf wants to hear good sound with his television picture, then he has to go to Japan. He won't get it in the United States. And he won't get it here. At least, not for some time.

There are two separate problems.

The first is the traditional reluctance of the manufacturers to spend money on the sound system for a television set, presumably because they know that they sell on picture, not sound, quality. But perhaps they should listen to Scharf when he talks about the passion of the young for good stereo sound.

The second problem is in transmission, which squeezes sound into a narrow band and

is why the genuine sound of rifle fire, for example, sounds on your television as if a child were firing corks out of a popgun. The crack has been taken out of it. Engineers say they have to do this because otherwise the sound signal would stray out of bounds into areas that don't belong to it. The television signal is in a band eight megahertz wide. If the range of broadcast volume is very big, the sound begins to interfere with neighbouring channels. It would also become distorted in the amplifier of the average television set.

Your sound is better from a TV set with a wooden casing. And it is better still if you buy a set with something called a peritvision connector, which allows you simply to plug your TV sound into your hi-fi equipment.

But of course, you still will not get stereo, unless you catch it by accident in a test transmission.

The Japanese have it already. ITV will be broadcasting in stereo to London and the North of England by the end of 1989 and, by the end of 1990, to 75 per cent of the country.

The BBC will not be doing anything about it until 1991 at the earliest. It's a question, they say, of cash and priorities.

With the arrival of the compact disc, the difference in quality between what we get from record and from television is now painfully wide. When we've got our satellite dishes and know that the stuff is coming out of the sky stereophonically, the gap between what is sent and what we hear will be absurd.

Paul Fox, the incoming managing director of BBC Network Television, has a lot to think about. It would be nice if he would spare a thought for sound quality and move it up the list of BBC priorities.

Antony Rouse produces news, current affairs and documentary programmes for BBC and ITV.

Billboard culture

Bill Stickers may be dead, but can the recently revived poster industry really compete with television? Carys Bowen-Jones investigates

For years, the British poster industry has been trying to shrug off its image as a bunch of bill stickers selling a commodity. Instead, it has been trying to do the mantle of a group of credible media owners who are marketing a high quality product. Until recently the process was proving painfully slow. Now the pace seems to be quickening.

The industry bears the dubious distinction of having been investigated by the Monopolies and Mergers Commission (MMC) twice in the past eight years. The first inquiry resulted in the disbanding, on monopolistic grounds, of British Posters, a consortium owned by the major contractors and responsible for the sale and marketing of 80 per cent of the country's posters.

Unfortunately, when British Posters went, the contractors themselves failed to fill the gap. The industry has since seen its share of the advertising cake slide from 4.1 per cent at the turn of the decade to an estimated 3.8 per cent last year.

"For all its faults, British Posters was a focal point for the industry and did sell the medium," says Adrian Birchall, executive director of the ad agency DMB&B.

The buying and selling of posters has increasingly fallen to specialist

agencies acting as middlemen between the poster contractors and ad agencies. Efficient as they may be, they have not championed the medium; the marketing of posters has gone by the board.

Two and a half years ago, the situation began to improve when the industry formed a new promotional body, Poster Marketing. But as far as advertisers and their agencies are concerned, there is still a long way to go.

Last year's MMC investigation was into a take-over deal which saw the country's biggest and most disorganized player, London & Continental, swallowed up by its main rival, Mills & Allen (MAI). The L&C deal was sanctioned only on condition that MAI off-load some 3,000 of its newly acquired stock. The bulk of the larger sites have been mopped up by Arthur Maiden, now the number two operator, and the smaller ones by Primesight, number four in the market. The result is the emergence for the first time of three large national contractors - MAI, Maiden and More O'Ferrall Adshel (MOFA) - and the much smaller Primesight.

In the past, advertisers have been deterred by lack of availability, inconsistent quality and a dearth of



Spectacular sales pitch: this site on the Cromwell Road, west London, is passed by up to 160,000 people each day

audience research. Next month MAI and Maiden will launch national "packages" - collections of high quality, well-positioned sites - designed to address the problems of quality and availability. In this they are following the lead of the more marketing-orientated MOFA.

The increase of such packages should help open up a market where availability has traditionally been poor. Ten years ago, most of the plum sites were cornered on a long-term basis by the "boozie and baccy" giants. Their grip has now loosened considerably, making room for advertisers from the car and food industries, financial services and government.

Meanwhile, sorely needed investment is being channelled into maintaining and improving the

contractors' stock. Tatty, badly positioned sites are being weeded out or rebuilt, and wedges of abutting sites are being converted into fewer but bigger ones.

Three years ago, the first significant audience research on posters, OSCAR, was introduced. For the first time, advertisers had access to data on the position of sites and the number of people seeing them. Now, OSCAR is introducing information on "coverage" and "frequency" - that is, who sees the sites and how often.

Used well, posters can boast some of the impact and presence of the television and the immediacy of the Press. The drawbacks are that posters are difficult to use effectively because the message has to work instantly, and they tend to be

regarded as a "support" medium to television or the Press.

At present, agency responses vary from the cautiously optimistic to the rather cynical. "The contractors are marketing themselves and their product more professionally. And the product itself is better," says Ken New, media director of Maiden's agency, Abbott Mead Vickers. "I think the share of advertising revenue could increase because the contractors will be able to charge a higher rate for a better product."

Leo Burnett's media director, Brian Jacobs, is less optimistic. "I think things will improve. But the industry is still disorganized. Yes, it is making the right noises. But it has made the right noises before and has never been very efficient at delivering the goods."

The Star and the shamrock

Britain's newest downmarket daily hopes to give Ireland a taste for tabloid news



Ireland's newest paper: filling a gap in the market

Express Newspapers has been matchmaking again on behalf of its wayward offspring, *The Star*. Fresh from its messy divorce from David Sullivan and his *Sunday Sport*, Britain's newest downmarket daily has been courting - this time with Ireland's Independent Newspapers Group.

On February 29, the first issue from this new relationship was born: an Irish edition of *The Star*, printed at Independent Newspapers' Tintern plant on the outskirts of Dublin.

In the absence of domestic competition, Ireland has always provided a useful boost to the circulation of Britain's tabloids. Prior to its Dublin launch, the Manchester-pro-

duced *Star* sold around 35,000 copies in the Republic, compared with the *Daily Mirror*'s 55,000 and *The Sun*'s 32,000. In recent months the Irish tabloid market has sprung into life. The *Irish Press*, owned by the heavyweight political De

Valera family, is going tabloid next month. There are strong rumours that the *Daily Mirror* intends to restart publication in Belfast, though a *Mirror* Group spokesman denied any decision had been made. And the *Daily Express* and the

Sunday Express will also print in Dublin - probably in the next couple of months.

But the thinking behind the new *Star* is less to do with lifting British circulation levels than with exploiting a gap in the Irish market. The three leading Irish papers are staid, rural-orientated and, most importantly, all broadsheets.

The Irish *Star*, with 15 full-time Dublin-based journalists, costs 35p. *The Sun* and *Daily Mirror* cost 30p; the cheapest Irish paper, the *Irish Press*, 50p. Initial print run was 130,000 copies. John Thompson, managing director of the joint venture company, Independent Star, says he has guaranteed advertisers an av-

erage 100,000. Other sources suggest this is optimistic.

Independent Newspapers, part of the empire of the Republic's most successful businessman, Dr Tony O'Reilly, is the country's most go-ahead newspaper group. As well as the *Irish Independent*, it publishes the successful downmarket tabloid *Sunday World*. But it felt the need of an experienced partner before starting a daily version.

In addition to all this activity, *The Sunday Times* and the *Observer* are relaunching their colour magazines in the Republic this month.

Andrew Lycett

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Interviews will be held locally in the near future. CV's and applications to be received no later than 5th April, 1988.

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MEDIA & MARKETING

Blind date with top profits

Yesterday's dramatic announcement of staff cuts at LWT may be Brian Tesler's last big contribution to television efficiency.

Bryan Appleyard looks at the man behind the move, and the thinking behind his timing

Brian Tesler is sleek, dapper, invariably tanned and looks about 45. In fact next February he is 60 and, before then, he hopes to stand down as managing director of London Weekend Television, a job he has held since 1976. The television headhunters are now looking for his successor. Nevertheless he plans to stay on as chairman of the company which, by common consent, bears the marks of his identity and style at almost every level.

Meanwhile yesterday he launched in probably his swansong as the sole occupant of both top jobs — the most dramatic piece of *perestroika* yet seen in the commercial television sector. A management working party released to the workforce of 1,600 a document, known as The Document, which aims at a stroke to modernize the company's working practices, cut overmanning and ensure that it can produce programmes like *Blind Date* and *The South Bank Show* as efficiently and cheaply as anybody in the world.

Tesler will begin talks with the unions with his usual "softly softly" approach. But privately he has made it clear to colleagues that he does not regard anything in the document as negotiable. "Everybody will be affected, right down to the canteen ladies," one said.

It is a bold and unprecedented step from an ITV company and it raises two urgent questions before the inevitable arguments begin: why LWT and why now?

The ambitions behind The Document are clear enough. Ever since last autumn, when Mrs Thatcher scathingly referred to the ITV companies as "the last bastion of restrictive practices", the pressure has been on. The privileged advertising monopolies enjoyed by these companies are under threat from a baffling and unpredictable number of sources.

They could lose control of Channel Four, see a new Channel Five compete for revenue, suffer from the impending launch of British satellite television and, when their franchises come up for renewal in

1992, find themselves having to bid competitively rather than simply being awarded them on the basis of good intentions and programme quality.

In short, everything is in the melting pot. But, so far, the reactions of the companies have been low key. Granada, Yorkshire and Thames have led the way with quiet and steady renegotiations intended to strip out the worst abuses gradually over a period of years. The public line was that this could be done with good will on all sides and without a Fleet Street-style bloodbath. Meanwhile the companies were lobbying the Government to prevent what they saw as the damaging effects of an unfettered free market in commercial television.

This strategy was shaken by the TV-am dispute with the union ACTU, which at once raised spectres of an Eddy Shah-Wapping scenario, with strikes and *Batman* repeats throughout the commercial network. But TV-am is a maverick. It is outside the network and, unlike Channel Four, sells its advertising quite independently of the other companies. The dispute failed to spread. It did, however, have the important effect of putting pressure on the unions and alarming their members. That could well be one clue to Tesler's timing.

A more important clue, however, is probably a curious remark made last week by Christopher Bland, chairman of LWT (Holdings), Tesler's parent company. Bland attacked the idea of competitive tendering for franchises and added that he thought the companies should be open to takeover. This is, in effect, impossible without the blessing, generally not given, of the Independent Broadcasting Authority. One rival ITV boss described the suggestion as "staring".

But it may just be a case of facing the facts. Whether the Government goes for competitive tendering or not, it may well come to see the companies' protection from takeover as one of the main causes of restrictive practices. And, if take-



Stepped in TV: Brian Tesler now, and with Diana Dors in 1957, when he was producing *Sunday Night at the London Palladium*

over does become a possibility, LWT has to move quickly.

For the fact is, as Tesler's working party agreed among themselves, that the company is sitting on one of the most valuable television properties anywhere in the world — exclusive rights to the whole of London for the whole of the

weekend, the prime selling time. Yet, at its present share price, it has a stock market value of only £120 million. For a whole range of big communications companies around the world this is pin money.

In this context LWT's problem is that almost all its money comes from television. It is neither diversified nor part of a sheltering wider group. It had a spectacular increase in profits last year from £13.7 million to £23 million, but this year growth has slowed to only 4 per cent. Current trading alone therefore, is unlikely significantly to raise the company's value. Big efficiency savings could. But they take time and a steady nerve. Tesler has plenty of the latter but increasingly less of the former.

In addition he has special problems. Having the country's only weekend franchise means his overtime deals and working practices in general are inevitably more complex and more costly than those of the other companies. In this context the answer to the question "Why

LWT?" could simply be that they have most to gain.

But the general point is that, however the current uncertainties in the industry are resolved, LWT can only strengthen its own position by raising its value as a company. Even if it were to lose the franchise in 1992, its production assets would be made more valuable by improving its union deals.

The tactics chosen represent a big change of image both for Tesler and the company. He is generally regarded as one of the brightest men in the commercial sector and also as one of the nicest. His pedigree is almost pure television. At Oxford he was president of the university's Experimental Theatre Club and he went on to work in British Forces Broadcasting and as a producer and director with BBC Television.

He moved into the commercial sector and became Head of Features and Light Entertainment with ABC in 1960. He subsequently went to Thames and then LWT as deputy chief executive in 1974. He has sat on a whole range of industry committees and, with the imminent departure of Paul Fox from Yorkshire Television for the BBC, he is regarded as the senior figure within the commercial network.

His management style has been understated and calm. Confrontation has been alien to him. Instead LWT has taken on his relaxed, glossy style, resting on the laurels of its programme quality and its highly-regarded talent for selling advertising.

But some of the gloss had to go. In the present climate LWT was beginning to appear over-indulgent. Just as TV-am suffered badly from stories of astronomical expenses claims by its technicians, so LWT's image was dented by talk of a £100,000-a-year videotape editor.

With less than a year to go before his sixth birthday, Tesler has stuck his deceptively youthful head well above the parapet. Most assume he knows precisely what he is doing.

"Brian is a very able manager. If he has embarked on this course, then I think he will get what he wants," said one ITV executive.

If the firing starts, however, his chances of effective support from elsewhere in the industry could be slim — the other ITV barons are happy with their steady progress and probably see no reason to change just because LWT is trying to get there in one.

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BY LINES

Not an easy alliance

The New Statesman-New Society merger talks rumble on, taking almost as long to reach a conclusion as another recent merger, the Liberals and the SDP.

Statesman editor Stuart Weir, who cheerfully calls the decision to announce the merger before working out the details "completely mad", says: "Watching the Liberals and the SDP you wonder how anyone can possibly carry on in such a ludicrous way. From the inside it looks rather different." The two magazines' boards and the Rowntree Trustee, who bankroll *New Society*, are due to discuss detailed editorial and business plans tomorrow, as well as a title for the new magazine (definitely not *NS*, Weir says).

Meanwhile the comings and goings have meant that all new appointments have been frozen, which could be bad news for Mike Poole, who resigned last week as deputy editor of *The Listener*, rather than go back to being number two after six months as acting editor before the arrival of Alan Coren. He had been discussing a senior (unspecified) position with Weir.

Radio games

The Home Office is having difficulty in filling the chairmanship of the new Broadcasting Standards Council and the empty places on the BBC Board of Governors, which bodes ill for its chances of finding someone to run the new "light touch" Radio Authority.

The uncertainty has not stopped independent radio chiefs from speculating. The ubiquitous John Harvey-Jones has been mentioned as a possible chairman. So has the current director-general of the IBA, John Whinney. If he took the job he could end up working with another IBA staffer, Paul Brown, now the authority's head of radio programming and one of two men said to be interested in the job of director-general at the new body: the other is Michael Flynn, a solicitor and an expert in copyright.

Paper cutting

The editorial axe may yet swing further at the *Daily Telegraph*, where the NUJ is still talking on behalf of 13 members' faces with dismissal. David Adamson, an Institute of Journalists member and diplomatic correspondent, is currently negotiating severance terms after 33 years with the paper, and John Ibbick, the paper's veteran Paris correspondent, is also reported to be "in correspondence" with editor Max Hastings about his future.

Needled

Dr Ian Munro, editor of *The Lancet*, is still smarting from

the reaction when BBC TV's *QED* scooped the magazine last month with an item on the effects of vitamin supplements on children's intelligence. The journal published several letters critical of the research. However, the suggestion by some correspondents that fewer parents might have rushed out to buy vitamin pills for their offspring if *The Lancet* had published first, strikes Munro as a little far-fetched.

Briefly

The dummy for *Hello!*, a Spanish-backed women's magazine, has been welcomed rapturously by advertising agency Young & Rubicam, which calls the title "sheen fantasy and aspiration" and a welcome contrast to the current strain of "Germanic practicality" in women's magazines... The BBC has appointed Matthew Bannister, head of talks at Capital Radio, as managing editor of Radio London... French TV station TF1 has begun posting daily audience figures next to the list to keep staff morale up... Rival magazine distributors are watching with interest following IPC's decision to follow the newspaper publishers' lead and negotiate new contracts with its 300 wholesalers... The troubled Australian Fairfax Group has decided to sell *The Spectator*; so far the *Telegraph*, "a very good fit" according to editor Charles Moore so long as it guarantees the magazine's independence, is the only declared buyer...

Nick Higham

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Steve Ansell, Head of Administration, BBC Scotland, Broadcasting House, Queen Margaret Drive, Glasgow G12 8DG.

BBC North West

Open Air has established itself as the flagship of BBC1's daytime schedule and is transmitted five each day from BBC North West's studios in Manchester. It covers all aspects of television - previews, interviews and discussions about issues relating to programmes.

The Editor, Peter Weil, is leaving Open Air after two successful seasons to edit Wogan for BBC1. BBC North West is looking for his successor.

You must have a thorough knowledge of all aspects of television, have good journalistic instincts and be able to lead and motivate a large programme team. You must also have good political judgement and be capable of presenting the day-to-day issues of television in an imaginative, intelligent and entertaining way.

For further details contact Hugh Williams, Head of Broadcasting North West on 061 236 8444 ext. 2345.

Please send CV (quote ref. 1984/T on envelope) to: BBC North West Recruitment, New Broadcasting House, PO Box 27, Oxford Road, Manchester M60 1SJ to arrive no later than 7th April 1988.

BBC in the Midlands

Radio Lincolnshire is looking for a reliable and enthusiastic journalist to join its lively news team. Lincolnshire is booming at the moment - and we need someone with lots of good ideas and plenty of experience in radio or newspapers to help us report on its diverse activities.

A good microphone voice and a current driving licence are essential.

Offered initially on a contract basis. Based Lincoln. Salary £9,357-£11,610 plus an allowance of £824 p.a.

For further details contact Mike Curtis, News Editor on Lincoln (0522) 40071.

Contact us immediately for application form (quote ref. 9037/T and enclose S.A.E.)

Gill Sellers, Room 609, BBC Pebble Mill, Birmingham B5 7SA.

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A product management background would be useful since you will assume full marketing responsibility for these two exciting retail travel markets. Experience in an FMCG or retail marketing environment would be ideal and a knowledge of the travel industry a bonus.

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If you can speak Dutch or Scandinavian even better.

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25th March 1988.

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Marketing Manager
Europa Group Limited
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Group Press Officer

Over recent months the Costain Group has been assuming an increasingly high profile in the media. The Group therefore sees the position of a Press Officer as a key appointment within its external relations programme.

The prime function of the job is to publicise the activities of the Group by promoting a strong corporate identity and a sustained editorial campaign in all news media. Specific responsibilities include preparing news releases, formulating an annual programme of technical articles, developing press relations, organising press visits and conferences and assisting with the preparation of promotional literature.

Candidates should have a proven record of press relations and writing for publication. Sound judgement, coupled with a level-headed, common sense approach to the interpretation of news is considered of paramount importance.

Excellent benefits include an attractive salary, company car (the job will involve some travelling within the UK), pension, health and profit sharing schemes.

CVs outlining experience and salary expectations should be sent to:
Miss V. Meehan, Personnel Manager,
Richard Costain Limited, 111 Westminster
Bridge Road,
London SE1 7UE.

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Richard Ellis

Marketing Executive

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NORTH OF THE THAMES

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Sabatini is looking good as she joins the Million Club

Figure 1

